COACH MART

The weekly for the coach industry

Issue 669 £1 December 12th, 1991

End of the line for Tiger as Volvo closes Workington

Carlton P.S.V.

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1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. Stock No. 0006.

VOLVO

1983 B10M Jonckh[illegible] 48 seats, 6 speed gearbox, curtains, SOLD nks machine, MoT 29.11.91. Stock No.

1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.

1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, new MoT. Stock No. 0012.

1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers. Stock No. 1047.

BEDFORD

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.

1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT Oct '92. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat. Stock No. 1070.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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DENNIS 1986 LANCET VAN HOOL ALIZEE-H, 35 recliners grey/red/orange moquette, tinted side windows + curtains, TELMA retarder, grey/red.
M.O.T. AUGUST 1992

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 recliners duo red moquette, centre sunken demountable toilet + continental entrance/exit door, courier seat, double glazed side windows, power entrance door, drinks machine, duo brown/orange.
M.O.T. MARCH 1992

VOLVO 1986 (AUG) B10M DUPLE DOMINANT 12, 55 str., + 23 standees SERVICE SALOON, fully-automatic gearbox with integral retarder, red/orange moquette, blue/cream. CHOICE OF TWO.
M.O.T. AUGUST 1992

SCANIA 1989 K92 DUPLE 320 12M, 55 recliners grey/red/orange moquette, tinted side windows with decorative curtains, carpet to gangway, power operated entrance door, white/duo blue.
M.O.T. OCTOBER 1992

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn moquette, demountable toilet, continental door. TELMA retarder, cream.
M.O.T. FEBRUARY 1992

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, all white.
M.O.T. APRIL 1992

TRADE DESCRIPTIONS ACT;
In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.

VALUE ADDED TAX;
Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

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VOLVO 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet/continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired and boxed for T.V./video, silver/blue.
M.O.T. JULY 1992

BOVA 1985 FUTURA FHD 12.280 INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 rear fixed) centre sunken toilet, continental door, driver's berth, drinks machine, fridge, Webasto, power entrance door, double glazing, courier seat, curtains, wired for T.V./video, twin fuel tanks, white/red.
M.O.T. JULY 1992

DAF 1987 DKVL PLAXTON PARAMOUNT 3500 12M, 51 recliners, red/grey moquette, rear sunken toilet, continental entrance/exit door, tinted side windows, curtains, courier seat, drinks machine, power entrance door, wired for T.V./video, TELMA retarder, ABS anti-lock braking, cream/duo blue.
M.O.T. APRIL 1992

LEYLAND 1985 TIGER 245 JONCKHEERE JUBILEE P50 12M, 48 recliners, brown/orange moquette, rear sunken toilet, continental entrance/exit door, courier seat, tinted side windows with roller blinds, drinks machine, TELMA retarder, power entrance door, wired for T.V./video, white.
M.O.T. EXPIRED

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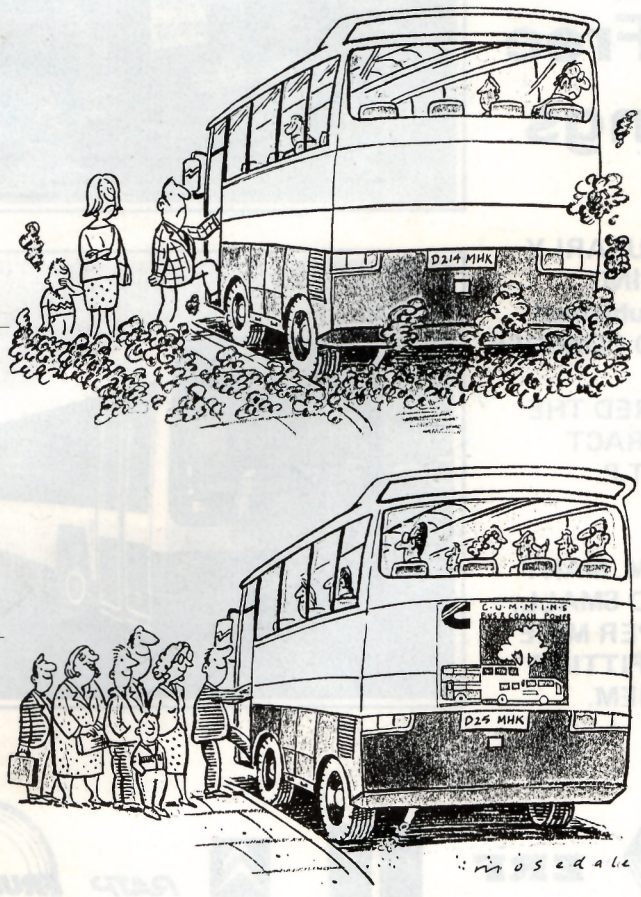

"You don't have to know your NOx from your particulates to realise that a clean image can put you at the front of the queue". **Cummins profile page 19**

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COMMENT

POLITICAL observers still sniping at the Government over its controversial sale of Rover to British Aerospace, could find more ammunition in the sad history of Leyland Bus privatisation.

In January 1987, when the British obsession with buying and selling companies was at its height, the Government sold Leyland Bus to its management for just £4 million. Given that just before the deal, the Government wiped out £55 million of Leyland's accumulated debt, the managers might have appeared to have had a bargain. In those days, Leyland employed 1,850 people and made vehicles at two manufacturing plants in north-west England.

As deregulation had decimated the UK bus market, the future of the remote Workington plant was in the balance. Certainly, the impossibility of making it viable was uppermost in the minds of competing British bus builder MCW when it launched a rival bid for the company.

The MCW bid valued Leyland at £12 million. Doubtless the extra money earned the attention of Whitehall, but the terms of the bid would have rung danger bells with politicians of any colour. MCW wanted to close Workington and move Leyland's bodybuilding operation into its Washwood Heath plant.

The detailed bid, which also - fatally - outlined the number of job losses anticipated, pointed out that the savings would benefit both companies, market acceptance of the move would be good and it would cut out wasteful competition between Leyland and MCW overseas.

But the shadow of redundancies in a job-sensitive area like Workington blotted out all these advantages. And the management bid - two thirds smaller - was accepted.

Just 14 months later the same owner-managers had sold the company on to Volvo for around £25 million. Less than three years after that, after a depressing series of job cuts, Volvo has now announced plans to shut Workington. In between time, Laird failed to find a bid for ailing MCW and closed it.

Things might have been very different if the Government had accepted MCW's bid in the first place. And not just because the then rate payers would have been better off by £8 million.

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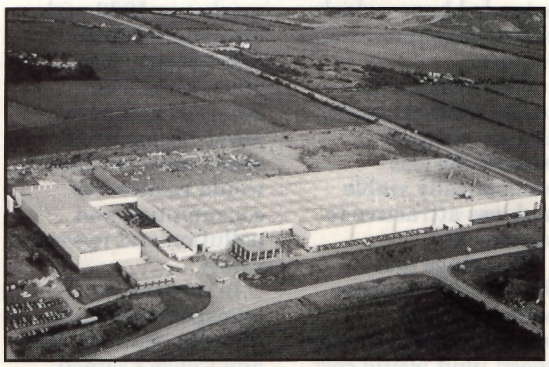
■MANUFACTURING

Product line halved as Volvo shuts Workington

IN A MOVE that will kill off the Leyland Tiger, Lynx, Swift and Leyland bodied Olympian, Volvo is to close the company's Workington plant.

The chassis division of Workington will be transferred to Volvo's Irvine plant in Scotland, which will be the sole UK producer of the radically rationalised product range: the B10M, Olympian chassis and B6R midibus.

There are no plans to replace the Tiger, which was the top selling coach chassis in the UK last month. The Swift has already been effectively replaced by Volvo's hastily-launched Dart challenger, the B6R.



Workington: production to move to Volvo's Irvine plant in Scotland with the loss of 370 jobs.

The poorly-received Lynx, launched just five years ago, looks set to be replaced by a new Swedish designed chassis during next year. Volvo is due to unveil a rear engined single deck city bus chassis in left hand drive at the Geneva show in January. That chassis is expected to be made available in right hand drive form for the British market later in 1992.

Volvo's Workington plant will cease body production in the first quarter of 1992 and the transfer of the remaining chassis production should be completed by July 1992.

Over 370 jobs will be lost when Workington closes. But the transfer should provide 50 new jobs at Irvine, where Volvo has invested £2.4 million to cope with the extra work.

At a series of meetings late last week, all Workington employees were told that demand for heavy duty buses had dropped by almost 50 percent since 1990. This was because of the combined effects of recession and deregulation. Employees were also told that there were no significant signs of any upturn in the forseeable future.

'This action has been brought about by events entirely outside our control, including the dramatic effects of deregulation of the bus operating industry,' said Sandy Glennie, managing director of Volvo Bus. 'It is the only course in the current climate that allows the company to consolidate its position and to maintain viable bus chassis production in the UK.'

Obituary for Tiger

THE CLOSURE of Workington sounds the death-knell for one of British coaching's best-known names. The Leyland Tiger has expired after 3,500 sales.

Hard times forced the hard decision on Volvo Bus but it has left coach operators shocked and bewildered.

Peter Larking, managing director of Metrobus, is a long-standing Leyland customer: 'In three years we've taken four Olympians each year. And this year we added two Tigers.'

But while he is greatly disappointed, Mr Larking is not surprised at Volvo's decision: 'Workington is a dreadful location and the factory suffered severe problems with peaks and troughs.

But, Leyland's problem is the way it doesn't seem to identify markets or go out and sell the product.'

Craig Porteous, Alpha Coaches of Hull, also believes the Tiger should have sold in bigger numbers. Alpha is taking another in January. Mr Porteous said: 'As I see it, they've discouraged people from buying Tiger. When did you last see an advert for the Tiger?

'I reckon Volvo have shot themselves in the foot. They've always said they'll keep the Tiger on while there's demand for it, but look at the SMMT figures.'

A glowing Tiger testimonial came from North Yorkshire operator, Peter Bibby of Ingleton. He said: 'I've got a mixed fleet and it's the best all-round vehicle. It's the cheapest to run and the most reliable.

'The beauty of the Tiger is that anyone can jump-in - they've never done us any harm. In fact I'm looking for a couple of second-hand ones to replace Bedfords.'

Ted Bostock put the first English Tiger on the road in April 1981. This Duple-bodied coach won the road section at Brighton that year and took the bronze medal at Nice. Bostock's machine is still going strong with half-a-million miles on the clock.

Nevertheless the Congleton-based company now buys Volvo. Mr Bostock explained: 'We decided to go Volvo mainly because of engine and differential problems, but in the past three years, the three Tigers we've got have served us well.'

Mr Bostock's worry is the knock-on effect of Volvo's decision to axe the chassis on already depressed secondhand values.

Tiger Fact File

Changes: Gardner engine option available, ZF automatic replaced hydracyclic, TL11 uprated to 260 bhp, U81 brakes introduced, Cummins 290 engine replaced TL11, ZF 150C gearbox introduced, Volvo engine option available, eight inch front brakes and trailing leaf front suspension became standard.

Year by year sales:

1978 - nil
1979 - nil
1980 - nil
1981 - 54
1982 - 293
1983 - 711
1984 - 552
1985 - 513
1986 - 279
1987 - 269
1988 - 280
1989 - 279
1990 - 148
1991 - 138

Total - 3,516

BRIEFS

● WARRINGTON-based Tachodisc has announced dates for next year's one-day drivers' hours law course. The first is scheduled for Wednesday, January 29, with February 20, March 25 and April 23 as alternative dates. More details from Ann Appleton on 0925 416597.

● ALF Guy has joined Sutrak UK as northern area technical sales manager. Mr Guy, 50, who has been with Plaxton for the last 21 years, will handle all aspects of Sutrak's business: air conditioning, vehicle conversion, re-equipment and refurbishing, plus the range of Sutrak specialised coach equipment.

● The majority of bus operators in Greater Manchester have agreed to continue to accept GMPTE's threatened Concessionary Clippercards. The cards give children under 16, elderly and disabled people ten bus journeys for £1.90. They will continue to be sold from all normal outlets. But, all other Clippercards will be withdrawn.

● Duple Metsec has won a major order to supply 300 air conditioned single deck bodies to Singapore Bus Services. The aluminium framed bodies will be supplied in kit form to be mounted on Volvo B10M chassis in Singapore. The 300 new bus bodies will join 100 Volvos and 500 Mercedes with Metsec bodies already in the 2,500-strong SBS fleet. Duple Metsec is part of the Trinity Holdings group, which also includes Dennis Specialist Vehicles.

■COACH

Operators unite against European 100kph limit

NATIONAL Express, Wallace Arnold and Shearings have lent their weight to the growing row over an EC move to impose a 100kph (62mph) speed limit on coaches in Britain.

Ray McEnhill, chairman and managing director of National Express Group, said he was 'profoundly concerned' at the proposals: 'Particularly at risk are the long-distance motorway services, notably those between London and Scotland, which would need additional vehicles and staff to meet the extended hours which slower schedules would require.

'As a result, the coach network would almost certainly become far less economically viable and less attractive to customers.'

Shearings and Wallace Arnold have estimated that imposition of a 100kph speed limit would cost them £1 million a year in extra driver salaries alone.

The threatened legislation is part of the move to create a single European market in 1993 with harmonised traffic restrictions. The official line from Brussels is that a lower harmonised speed limit for coaches would reduce fuel consumption and pollution and increase safety.

In a letter to transport secretary, Malcolm Rifkind, Bus and Coach Council says it will have the opposite effect. More vehicles put on the road to make up for slower schedules would increase fuel consumption and pollution. Coaches bunched up with other slow-moving traffic in the first and middle lanes of motorways would pose a greater safety threat to passengers.

A 100kph speed limit would also reduce the coach's ability to compete with British Rail and the private car: 'It would effectively put people back on to the already overcrowded railways and into cars,' said BCC's director of public affairs, David Watson.

■COACH

New standard coach for Nat Ex services?

NATIONAL Express is rethinking its Expressliner arrangement after putting Plaxton's Premiere through its paces.

The changeover from Paramount to Premiere has prompted Nat Ex to assess the new vehicle and, while the company is staying tight-lipped about its plans, there are rumours the current Expressliner specification will be dropped.

Sources close to Nat Ex say a question mark hangs over the suitability of the Premiere. What's more, the current Volvo B10M specification may be relaxed to give operators chassis options such as Dennis Javelin, or Scania.

Express Liner: spec changes due.

'If a change were to be made, the standard of replacement vehicle would have to be as high as, or higher than, the Paramount 3500. We would also want to maintain a similar power-to-weight ratio,' said a spokesman for National Express.

Nobody at National Express would reveal how far discussions had gone. Plaxton chief executive Robert Wood was unavailable for comment.

■BUS COMPNAY SALE

WMT to pay PTA £10.7m more

TRANSPORT secretary, Malcolm Rifkind, has given the go-ahead for the sale of West Midlands Travel - but for £10.7 million more than originally proposed.

Management and employees will now have to pay £70.7million for the bus company, instead of the £60million asking price set by West Midlands PTA over two years ago. The sale has been surrounded by controversy since our sister magazine *Bus Business* published an independent valuation of the company which said it was worth at least £100 million.

The controversy deepened when Stagecoach chairman, Brian Souter, revealed that his company had made a bid of £85 million for WMT over two years ago. That bid was turned down by the PTA.

The reason for the last minute price hike is unclear, but the whole sum will not have to be paid on completion of the sale. There are provisions for payments of at least £3 million on the first, second and third anniversaries of completion.

As part of the sale agreement, WMT has agreed to participate in an all-operator travelcard scheme for three years. Previously WMT operated its own scheme.

When the sale is completed it will be the twelfth and biggest public transport company sell-off since deregulation. WMT is the largest operator outside London.

■IN COURT

Drivers speak of Armchair horror

TWO former coach drivers for Armchair Passenger Transport were last week given an absolute discharge for tachograph offences after detailing 'a chapter of horrific circumstances' which led to the offences.

The drivers - David Murgatroyd, of Whitestile Road, Brentford, and Michael James Webb, of Stanley Road, Southall - pleaded guilty to exceeding daily hours and not taking proper rest between shifts while working Armchair London Transport contracts.

But Brentford magistrate Derek Wheatley said: 'We thank both of you for what you have done to bring this sorry state of affairs to light.'

Augustino Augusti, prosecuting, said that if it had not been for these two, the forced overworking at the company would not have come to light. He said that there were 41 drivers at the company and it appeared all had been working too many hours.

Armchair used threat of the sack to force drivers to work extra hours, magistrates court told.

'These were the two who co-operated. They told the police what was going on and the police investigated and found what was going on. These laws are for the safety of passengers and other road users.'

Representing the two drivers, Robert Britton said Armchair 'have a company policy of giving three warning letters for minor misdemeanours such as being late for a shift, and on the fourth day they are fired. If they refuse to do the extra hours they would get the sack.

'It was not just a case of an extra two of three hours that was expected, but a full shift.'

Murgatroyd had two minor accidents, but he was given the sack because he and his colleague were asking awkward questions about the hours they had worked and were being troublesome. The Department of Transport was told about this and then Webb was beaten up by his former colleagues at the company.

Murgatroyd had to pay a £500 'training fee' when he joined which would have been returned to him is he had completed a year at the company, but this was not returned.

'The drivers also expected to clock on by tapping their badge number into a module which is supposed to coincide with the work sheet, but this is not the case. Other people are showing up on their modules,' said Mr Britton.

More than 30 other charges relating to hours offences at Armchair are due to be heard by magistrates on December 17.

■COACH

Coaching a turnaround at Rider

THE GIANT Yorkshire Rider Group nearly trebled net profit during the 12 months to the end of March 1991. And it is expecting a radically slimmed-down coaching operation to make a significant contribution to this year's bottom line.

After loan interest payments, the group's net profit for the year was £3.3 million - up from £1.2 million 1989/90. Turnover rose from £74.6 million to £83.3 million.

GoldRider, the group's coaching operation, made a substantial loss on its £1.6 million turnover in the year to March 1991. But, thanks to a major rationalisation programme, it is expected to make around an eight or nine percent return on a turnover down to around £1 million in 1991/92.

So far this year the coach fleet has been cut from 30 to 18 vehicles. The number of drivers employed is down from 35 to 17 and the company is employing part-time drivers during peak periods for the first time.

Further savings were made by moving GoldRider operations from two garages and a separate head office onto one complete site. Its tour and excursions programme has also been heavily cut to concentrate on private hire and specific charter hire and group travel.

Commenting on the results, Bill Cottham, chairman and managing director, said the performance was particularly pleasing 'considering the odds stacked against us.'

The Gulf War doubled the net price of fuel, adding £750,000 to the group's costs. At the same time, interest rates were at 15 per cent for much of the year and inflation topped 10 percent.

Although confident about the group's future prospects, Mr Cottham warned that the current economic climate is perhaps even bleaker than it was 12 months ago.

■BRIEFS

● Wright of Ballymena has won its first order for bodywork on the new Volvo B6R chassis. The order, from Stevenson of Uttoxeter, is one of several just announced worth a total of £750,000. Stevenson, has ordered two B6Rs, four Leyland Swifts and four more Mercedes from Wright.

● The Karaoke Coach Company (KCC) has produced a video of its on-board Karaoke system in use. Operators can either buy, rent or short term hire the coach Karaoke system from KCC. Outright purchase with installation costs £929. System rental costs £27.95 per calendar month. Short term hire ranges from seven days at £40 to four months at £510. More details from KCC on 0272 864722.

● SMART Card '92 will be held at London's Olympia from March 3 to 5. The exhibition and conference will examine the latest smart card technology and its applications. More details from the organisers I D Exhibitions on 0733 394761

● LAST week's Coachmart carried an incorrect fax number for the regional secretary of the West Midlands BCC. The correct fax number, for anyone wanting more details of their costing seminars, is 0952 619161.

● WRITING off all-time-high bad debts has cost finance House Lombard North Central nearly all of its profits. Pre-tax profits for the year ended September 30 fell from £33.2million to £3.2million. Before charging for bad and doubtful debts, profits were £175million - up 28 percent .

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D.S.B. CHRISTMAS SALE

Christmas clearance sale due to new stocks arriving against 1992 deliveries

1989 DUBRAVA, 53 seater, double glazing, Webasto heating system, current MoT ~~£45,000~~	**£39,500**
1987 DAF SB2300 ALGARVE, 49 seater, toilet, current MoT ~~£47,000~~	**£42,500**
1987 MERCEDES 609, 19 seater minibus, current MoT ~~£15,950~~	**£14,950**
1986 DUPLE 340 Tiger, 49 seater with toilet, current MoT ~~£45,000~~	**£39,500**
1985 PLAXTON 3500 Tiger, 51 seater, toilet, current MoT ~~£40,000~~	**£37,000**
1985 PLAXTON 3200 Tiger, 57 seater, seats recovered ~~£36,000~~	**£34,000**
1984 DUPLE Caribbean Volvo, 49 seater, toilet ~~£34,000~~	**£32,000**
1984 B10M Duple Caribbean, 49 seater, toilet, TV, current MoT ~~£34,000~~	**£32,000**
1984 LEYLAND Royal Tiger 245 Plaxton 3500, 49 seater, toilet, current MoT ~~£36,000~~	**£31,000**
1983 VOLVO B10M Berkhof Esprite, 49 seater, rear sunken toilet, current MoT ~~£34,000~~	**£32,000**
1983 DAF Plaxton DK TL 3500 Paramount, front toilet, current MoT ~~£35,000~~	**£32,000**
1983 VOLVO B10M Jonckheere P90, full executive specification ~~£35,000~~	**£29,500**
1983 LEYLAND Tiger 245 Plaxton 3500, 49 seater, toilet, current MoT ~~£33,000~~	**£29,500**
1982 VOLVO Jonckheere Bermuda, 49 seater, toilet, seats recovered ~~£27,000~~	**£25,000**
1982 VOLVO B58 Air Over Leaf, 49 seater, toilet, current MoT ~~£25,000~~	**£23,000**
1982 DAF SMIT Highliner DK TL, 47 seater, toilet, current MoT ~~£25,000~~	**£23,000**

■COACH

New mini builder takes 11 orders

DEMAND for minicoaches is outstripping supply says the boss of new firm Jubilee Coachworks.

Mike Holland, managing director of Commercial Services, says his embryonic West Midlands conversion business is rushed off its feet within eight weeks of opening its doors to PSV sales. He said: 'So far this month we've had 11 orders.'

Jubilee is a rekindled West Bromich caravan works owned by Commercial Services chairman, Gerry Whitehouse. It has taken on skilled workers from MCW and Carlyle to meet a massive shortage for clean, low mileage 9 to 20 seat coaches.

Commercial Services has been dealing in used minibuses alongside its substantial used van operations for the past four years. Mr Holland says Jubilee can convert a low-mileage Leyland DAF 400 high top to a high spec 16-seater for £12,750. A turbo-diesel to the same standard is listed at £16,500 whereas a low-cost standard vehicle costs £14,950.

Jubilee has already completed Renault Master, Volkswagen Transporter and Ford Transit conversions and is experimenting with Mercedes 609/709. It's bigger vehicles are branded Cruise Master, whereas 9-12 seaters are known as Shuttle Masters.

Computer design work features unique software to plan interior layout.

■COACH & BUS SALES

Coach sales buck trend

NEW coach sales bucked the spiralling PSV market trend again last month.

Thirteen coaches were sold in November, compared with nine in the same month last year. The PSV market as a whole contined its downward path, albeit at a less rapid rate. Some 113 buses and coaches were sold last month, down three on the 116 sold in November 1990.

Ironically, given Volvo's decision to cease production of Tiger with the closure of Workington, the Leyland-badged chassis was the best-selling coach last month. Five Tigers were registered, compared with two Scanias and just one Volvo B10M.

DAF, Dennis, Bova and Setra didn't sell one vehicle between them.

Although the month on month coach sales totals are improving, the year to date totals continue to be severely depressed. So far this year, the coach market is nearly 40 percent down on 1990.

Volvo dominated the total coach and bus market last month with 52 vehicles sold, up from 40 in November last year. Optare took up second place with an impressive 28 sales. Dennis was third with a disappointing 13.

DAF more than doubled its November 1990 total by selling seven vehicles last month. Scania slipped from 12 to two.

So far this year, the total UK bus and coach market is down over 28 per cent - from 2,515 to 1,799 vehicles. With 853 sales, Volvo dominates the market with a 47 percent share. Dennis is the next biggest player with 367 sales for over 20 per cent of the

NEW COACH REGISTRATIONS

Manufacturer	Oct 1991	Oct 1990	Year to date 1991	Year to date 1990
Leyland	5	0	143	143
Scania	2	2	48	93
Duple	2	0	7	19
Volvo	1	3	307	471
DAF	0	0	57	126
Dennis	0	1	22	85
Setra	0	0	18	19
Bova	0	0	12	49
Man	0	0	3	3
Others	3	3	42	77
Total	13	9	659	1085

NEW COACH & BUS REGISTRATIONS

Manufacturer	Oct 1991	Oct 1990	Year to date 1991	Year to date 1990
Volvo	52	40	853	1446
Optare	28	9	138	47
Dennis	13	43	367	359
Daf	7	3	128	186
Scania	2	12	132	209
Man	0	0	15	3
Iveco FOrd	0	0	1	6
Total British	94	83	960	1235
Total Imports	19	33	839	1280
Total	113	116	1799	2515

SMMT calls for scrappage

THE SMMT has added its weight to the growing pressure on the Government to save the British bus building industry and ease road congestion.

A new paper presented by the Society to public transport minister, Roger Freeman, calls for action to stop 'an already serious situation becoming critical.'The report, Fair on the Buses, calls for measures including:

- Better use of road capacity with 'rigorous policing' of traffic management schemes providing better movement for buses, taxis and essential cars.
- Financial help from the Government for purchase of buses with the latest environmental controls and safety features.
- A scrappage grant to take all buses more than 15 years old out of public service.

The SMMT says 18 million passengers use buses every day, compared with five million by British Rail. But they suffer from a declining quality of service due for the most part to congestion, an ageing bus fleet and trafffic jams which 'render timetables meaningless.'

West Durham drops Optimo

BUS AND COACH dealer, West Durham Coach Sales, has dropped its Toyota Optimo franchise, leaving the Japanese manufacturer searching for another dealer in the north-east.

A spokesman for Toyota said the move was a complete shock. But Toyota is determined to have an outlet in the north, and would be looking at dealers with sufficient after-sales back-up facilities to reach their standard.

The managing director, Roger Moss, of car dealership chain Croft and Blackburn, parent company of West Durham Coach Sales, confirmed that it would not be selling Optimo: 'We will continue to sell used Optimos and be a service and parts agent for Toyota Optimo,' he told Coachmart.

'I cannot give you one single reason why we have stopped selling new Optimos. But one factor was constraint of space. The facilities we have at West Durham Coach Sales aren't suitable,' Mr Moss added.

Optimo dealers are Yeates, Salvador Caetano Uk, and Erringtons of Leicester.

■COACH

Coach Services buys Petch's of Hopton

THETFORD-based Coach Services Ltd has taken over Petchs of Hopton's fleet and business.

The purchase follows the death earlier this year of joint-proprietor Lloyd Baker. Lloyd's widow Penny decided to sell her family business after many years of operation in the Diss, Bury St Edmunds, Thetford and Norwich area. The company operated local bus services, works and schools contracts as well as a small UK tours programme, and contract tours for foreign school children.

No property was involved in the deal - and it is not yet known what will become of the Hopton garage next to the family home. The modern garage, with pit facilities and vehicle lifts, was built as part of an ambitious modernisation programme in the late 1980's and at the time represented an investment of over £60,000.

The deal covers Petch's flagship Bova

Petchs' flagship Bova, its fleet of 11 Duple-bodied Bedfords, two Bedfords used for spares, and Mercedes minibus have now been transferred to Coach Services' garage at Croxton Road in Thetford. Seven of Petchs' 11 drivers have transferred to Thetford.

Coach Services managing director Alan Crawford would not disclose the purchase price, but said the deal now represented a third of his total turnover. 'It was an opportunity to expand within the same area doing the same type of work,' he said.

Petchs' commercial local bus services and contracts have now been merged with those of Coach Services, representing the bulk of the business. Both companies' small own tours and excursion programme's will now be amalgamated. The 14-strong fleet joins Coach Services' mixed fleet of 18 full-size Ford, Bedford and Leyland coaches, a Bedford Duple service bus and a Talbot

■BUS & COACH

AEC SOCIETY

AEC 80th next year

THE AEC Society now has a fully paid up membership approaching 650, its Annual General Meeting was told.

The annual AEC Rally is the main event of the Society's year and regularly attracts well over 100 AECs of all types and ages. Spectator attendance has exceeded 20,000 people for the last two years. The 1992 event will again take place at Wollaton Park, Nottingham on Sunday May 24.

As 1992 will be the 80th anniversary of the formation of the Associated Equipment Company at Walthamstow, the Society is planning a commemorative road run to take place during the weekend of June 13 and 14. Starting at Clifton upon Dunsmore near Rugby, the route will progress through the Heart of England and the Cotswolds, with an overnight stop at Oxford.

More details from the Society's secretary, Miss L D Harris, at 32 Kingscroft Road, Hucclecote, Gloucester GL3 3RG.

■BUS

London Transport wants higher fares

London Transport is pushing for higher bus fares in its first public statement outlining its future fares policy.

LT claims that, compared with Londoners' earnings, fares today are at historically low levels. Travelcards in particular represent exceptional value for money.

LT also argues that higher fares will be needed if the Government wins the forthcoming election and deregulates London bus services as it has promised. 'Substantial real bus fares increases seem essential to put most services on a commercial basis,' says LT in its public statement.

In parallel with higher fares, LT also wants to see measures like road pricing and traffic management introduced.

The full fares policy document is due to be published in the next week or so.

■BUS

Independents come second

INDEPENDENT operators have taken just two of the six routes awarded by London Transport in the latest round of tendering.

Capital Citybus, a division of Ensign Citybus, has won the one year contract for new route D4 - a midibus circular service, which is partly sponsored by the London Docklands Development Corporation. Proposed starting date is early Febraury next year.

The other independent, Proudmutual subsidiary, Kentish Bus, will replace Selkent as operator of route 227 in Bromley in the spring or summer.

However, Selkent won or retained all of the other four routes in the Bromley and Croydon areas. The results are::

Route 119. Retained by Selkent.
Route 166. Won by Selkent from South London
Route 194. Won by Selkent from South London.

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South Wales/S West/Hereford	David Edwards	0656 662067	Car 0860 547961
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Yeates Bus & Coach Ltd

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Telephone: 0509 217777 Fax: 0509 239362

You've been buying...You've been buying...You've been buying...You've been buying... .

White right for Alpha's new Tiger

MOST of Alpha Coaches' 15-strong fleet are still in 'dealer' white and the Hull-based company's new Leyland Tiger Paramount is no exception.

The very good reason given by Craig Porteous is that they are too busy earning their keep to be liveried: 'We have a fleet livery of base silver with purple, orange and yellow strips, but we haven't painted any of our new vehicles - apart from a new Optimo in February this year - in four years. We haven't had time. Once you've got a vehicle on the road, you don't want to take it off again.'

Although Craig acknowledges that a painted vehicle is one of the best ways a coach operator can put his name in front of customers, he is positive that his plain white vehicles have not been a draw-back: 'The way the phone's ringing at the moment, I hate to think what would happen when we put the livery on.'

Alpha's turnover this year is set to beat last year's record, so liverying the vehicles cannot be an immediate priority. Nevertheless Craig is currently designing a new livery, which can applied in vinyls: 'That way we can put it on the nine vehicles we haven't got painted, cheaply and effectively.'

Craig, who runs Alpha with his parents Terry and Jean, said the business has bought one new Tiger Paramount a year for the last four years: 'We've always run Tigers. We're very keen on the Paramount. And it was a good price.

'To buy an equivalent Volvo from Kirkby on stock would have cost near enough another £10,000. But, the Leyland has a Telma and the Volvo hasn't, so you've got to add another £3,000 to that differential. When you borrow that money over four years that makes the difference of about £17,000 or £18,000.'

Cost of ownership also ruled out Plaxton's Paramount replacement, the Premiere: 'The vehicle itself is attractive. But the price is just too high, compared with stock Paramounts, for our business.'

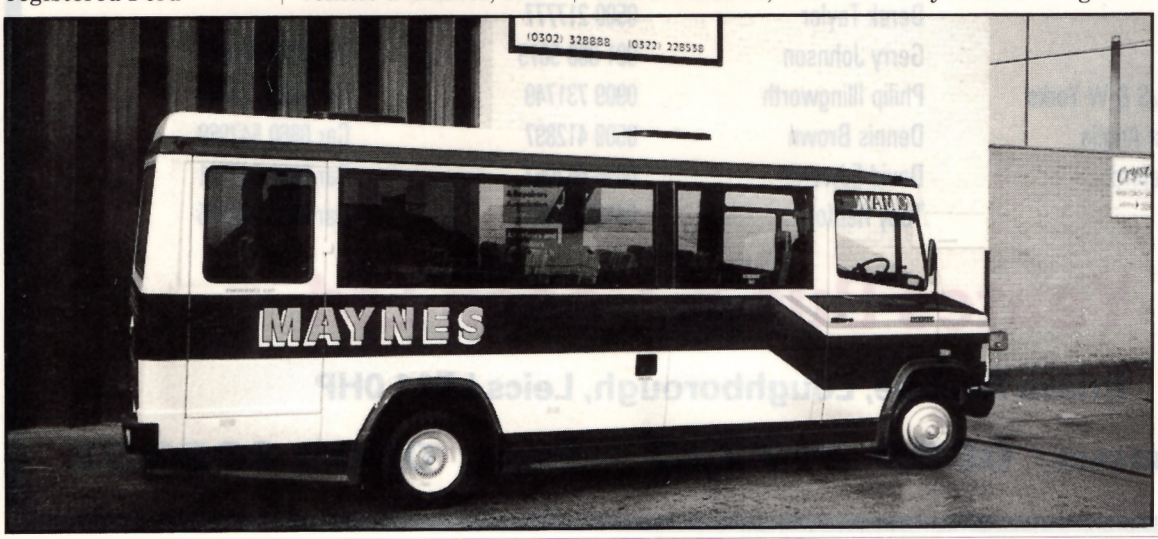
Next year, Alpha's well established buying pattern is set to change - in volume and make. Due for delivery in January are two vehicles, one of them a Dennis Javelin.

Mayne buys long distance

GORDON Mayne, who owns Maynes of Buckie with his wife Sandra, bought this Mercedes conversion from Crystals without even seeing it.

He had been running a school contract with an H-registered Ford Transit. Then more people moved into the area. The chance to increase the worth of the contract was too good to miss, but he needed a bigger vehicle quickly. 'Crystals were the only converter that had a vehicle available, so I bought it over the phone,' Gordon told *Coachmart*. 'I sent down a picture of one of my existing vehicles for them to do the paint job. It doesn't look bad, does it?'

The 26-seat Mercedes 609 has tinted windows, two full size roof vents and full length skirts. It will be used on the school contract. It will also earn money on private hire, but only on a local basis: 'It's not suitable for anything over a 100 miles. The drivers will tell you it hasn't got the power to cope comfortably with the hills around here.'



Gordon is a great believer in running new vehicles - especially when the deals available from dealers have been as good as they have been lately. The oldest vehicle in the 14-strong Mayne fleet is H-registered. Earlier this year he bought five Berkhof Dennis Javelins.

Gordon is the third generation Mayne to run the family business. It was started in the 1940s by his grandfather, James, who was succeeded by his father, Donald. Gordon's eldest son, David, is traffic manager and looks set to carry on the family tradition.

You've been buying...You've been buying...You've been buying...You've been buying...

Half price Mercedes for all occassions

A 50 PERCENT grant helped persuade Neil Hearsum, owner of Neil's Coaches in Silkstone Common, South Yorkshire, to buy his new Mercedes 609.

The aid from the Rural Development Commission also covered half the setting up costs - advertising, ticket machines etc - of the local route on which Neil will use the vehicle. The service, which apart from the initial grant is run on a commercial basis, links outlying villages previously poorly served by public transport to Barnsley.

'Getting hold of the grant took about six months,' said Neil. 'It was a lot of hard work, but we had a lot of help from South Yorkshire PTE and I think it's worth it.'

The highly specified conversion - power door, large boot, 24 recliners - of the Mercedes was carried out by Made to Measure of Stockport. 'Pound for pound, the conversion is as good as any and the price is reasonable,' according to Neil. 'It looks good. There's no rattles in it. And everyone takes notice of it.'

The specification was deliberately pitched high, because the vehicle will do a variety of work: 'We'll be using it for everything and anything that's going. It's been bought to work, not stand still.'

As well as the grant-aided local bus service, it will be used on a school contract and will be available for private hire in the evenings.

Neil runs just one other vehicle - a 10 year old Mercedes 207 with Whittaker conversion. Experience with that convinced him to buy German again: 'The first engine did 220,000 miles and we never touched it. We then replaced it with a Mercedes recon unit. That's now done about 50,000 trouble free miles - just nicely run-in.

'We also fitted a reconditioned Mercedes gearbox at 240,000 miles. She's now ready for another ten years.'

Kinch rebodies on the road

VISITORS to Coach & Bus '91 will have seen one of Gilbert Kinch's Willowbrook Warriors on the firm's stand but not in the natural environment.

Kinch Coaches specified the Leyland Leopard chassis for these three 48-seaters - which take a further 24 standees - and added luggage pen, convector heating and DiPTAC features. Livery is Kinch's yellow and blue, regularly seen on Nottingham's streets.

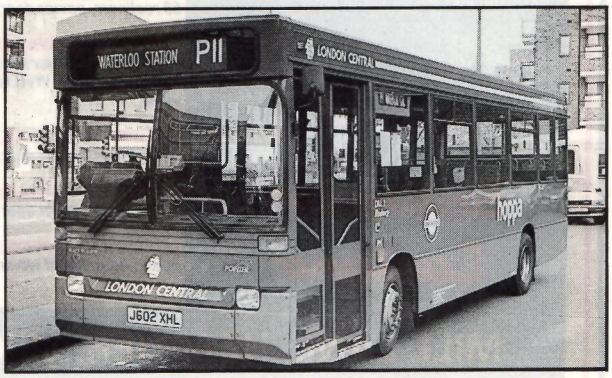
London central's first Pointer

LONDON Central is now running the first 9-metre Reeve Burgess Pointers for London Buses in Peckham.

The 16 vehicles, which replace smaller buses, are also the first Dennis Dart chassis in the London Central fleet. They are 34-seaters with room for up to 16 standees.

'The Pointers have had an excellent reception,' said Douglas Adie, managing director of London Central. 'Our passengers like the wide entrance, the low steps and the roomy interior, while our drivers appreciate the high degree of manoeuvrability which is important in the narrow streets these buses serve.'

This latest delivery brings to 71 the number of Pointers delivered to London Buses in less than six months. Total Pointer sales are now heading towards 150.



'Alternative' comics pick their winners

TOUR operator Rainbow Holidays of York has produced what it calls its 'alternative New Year Honours' list for tourism.

This jocular little document picks a number of different personalities and organisations who it feels deserve a mention, in a tongue-in-cheek way. Luminaries include:

Ian Botham, whose move to Durham Cricket Club will help put the north-east on the map;

Disney Corporation, for sharply focussing the marketing attention of domestic destinations on their own product;

Stansted Airport, for highlighting how uncivilised Heathrow has become.

All worthy winners, no doubt. But there are a few more bizarre selections, such as the Japanese Sumo Wrestlers for 'helping get rid of the "thin is beautiful" message and boost demand for larger portions in hotels and restaurants.' It's Mealstop's belief that coach drivers were doing this long ago.

Man bites dog.....

IT ISs some time since Mealstop awarded his looney reporting award... but it's back with a bang.

A Wisbech local paper is in the running with its story about a bus involved in an accident at Guyhirn (Where? - Ed). Injuries amounted to one broken ankle for a car driver.

The choice of headline? 'No one is hurt on bus.'

Mealstop is reminded of a competition running between two national newspapers to see who would carry the most boring headline.

The winner was 'Small earthquake in Chile - not many dead.'

Mealstop

First-aid girls in top three

HEARTIEST congratulations to Tyne and Wear Passenger Transport Executive first-aid team Lillian Spinks and Sharon Crawshaw for beating a fire brigade team into fourth place.

The ladies - already the victors in a UK transport first-aiders heat - lined up with a dozen other teams for the Grand Priors first-aid competition. First place went to Nottingham's Post Office, and runners-up were Staffordshire Ladies Police team.

We would like to wish all our customers a Happy Christmas and a Prosperous New Year. Please note we are closed for business from 24th December- 2nd January

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ANDREW MARKHAM – London/Home Counties/West (0494) 433048

Salvador Caetano

USED VEHICLE SELECTION

DAF

1988 (E) MB230-CAETANO ALGARVE, 30 recliners, centre kitchen, full exec specification.

1987 (D) SB2300 – DUPLE 340, 57 recliners, power door, provision for toilet, continental door.

1986 (D) SB 2300 – CAETANO ALGARVE, 49/53 seats, centre toilet, continental door, Webasto, boiler, berth, boxed/wired for video.

1986 (C) SB2300 – LAG GALAXY, 53 recliners, courier seat, power door, continental door.

1984 (B) MB 200 DKFL – DUPLE LASER II, 53 seats, power door, wheel discs, Telma.

1984 (A) DAF – BOVA CALYPSO, 53 recliners, power door, tinted windows.

1983 (Y) DAF – BOVA EUROPA II, 47 recliners, courier seat, rear toilet, continental door, Webasto, wired for video.

1983 (PP) DAF DKTL – ALPHA GT, 53 recliners, power door, curtains.

1982 (PP) DAF – BOVA EUROPA II, 52 recliners, power door, radio.

1981 (W) DAF – BOVA EUROPA, 53 seats, power door, tinted windows.

VOLVO

1988 (E) B10M-CAETANO ALGARVE, 49/53 recliners, double glazed, centre toilet, cont door.

1986 (C) B10M – CAETANO ALGARVE, 49/53 recliners, centre demountable toilet, continental door, low driver facility.

1980 (V) B58 – DUPLE DOM II EXP, 53 seats, power door, tinted windows.

MERCEDES/MAN

1983 (PP) 0303 JONCKHEERE P50, 49 recliners, centre toilet, continental door, double glazed, courier seat, fridge.

1982 (PP) 0303-JONCKHEERE BERMUDA, 49 recliners, centre toilet, continental door, berth, courier seat.

1989 (G) MCW-METRORIDER, 28 seats, courier seat, radio, wired for video.

SCANIA

1987 (PP) SCANIA K112-PARAMOUNT 3500, 55 recliners, power door, tinted windows, Telma.

1986 (C) K112 – BERKHOF ESPRITE, 53 Vogel seats, power door, courier seat, Webasto, Telma.

LEYLAND/AEC

1987 (E) TIGER (CUMMINS) – DUPLE 340, 53 recliners, courier seat, rear sunken toilet, continental door, double glazed, power door, boxed/wired for video, Telma.

1987 (D) TIGER 260 – DUPLE 320, 48 recliners, rear saloon mounted toilet, servery.

1983 (Y) TIGER 245 S/A – DUPLE DOM IV EXP, 53 seats, power doors, SBG front end.

1982 (X) LEOPARD ZF – DUPLE DOMINANT II, 53 seats, Bristol Dome.

1981 (W) LEOPARD ZF – DOMINANT III, 57 seats, power door.

1981 (PP) LEOPARD S/A – PLAXTON SUPREME IV. 50 seats, power door, Telma.

1979 (V) LEOPARD S/A-DOMINANT II, 50 seats, Bristol dome.

BEDFORD

1987 (D) YNV – CAETANO ALGARVE, 57 seats, power door, wheel trims.

1986 (C) YNV – PARAMOUNT 3200, 52 seats, toilet, servery, boxed/wired for video.

1985 (C) YNV – CAETANO ALGARVE, 53 recliners, power door, continental door, tinted windows.

1981 (W) YMT – DOMINANT IV, 53 seats, power door, radio/PA.

Full list of vehicles available on request.

MILL LANE, HEATHER, LEICS. TEL: 0530 63333 FAX: 0530 63379

The year quoted denotes the year of first registration not necessarily the year of manufacture.

Centre fails the customer service test

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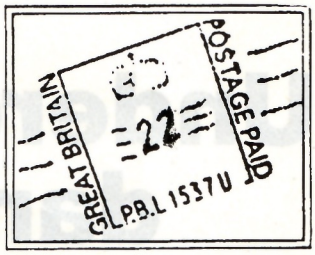

The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

From J O'Brien

SIR

I wonder if any other Coachmart readers have experienced similar problems to the one outlined in the letter I recently felt compelled to write to the Eastern Traffic Commissioner (reprinted below).

At a charge of £40.60 for a MOT test I feel that as an operator of 10 years the system of testing leaves much to be desired. Had this test been carried out under commercial circumstances, the inspector would not have refused to test my vehicles because no fee would have been payable.

While understanding the difficult task of the vehicle inspectorate division there seems to be no control over such problems built into the present scheme of things.

My letter to the comissioner read:

One of my coaches (vehicle ENF 581Y) was booked into Chelmsford Test Centre for its annual inspection on 14 November 1991. On the morning, at around 8.00am, when the fitter went to start the vehicle, the starter motor failed. A new motor was then fitted to the vehicle and it left for the testing station.

During this period, attempts were made to telephone the centre, but without success.

The vehicle arrived 20 minutes late at 8.50am. The inspector refused to test the vehicle due to its late arrival. Later in the morning, I was informed of the earlier problems and immediately telephoned the test centre to book another appointment.

I was informed the next date would be December 5 1991 - if I got in quick. I have since made an appointment at Purfleet test centre.

It is not uncommon when presenting a vehicle for test to have to wait for the inspector. This is accepted, because operators do not have a choice.

This is the first time ever that one of my vehicles has been presented late.

To be fair, I have always enjoyed a good relationship with the test centre at Chelmsford and found the staff helpful and professional. However, on this occasion, and due to the circumstances, this has not been the case.

That the vehicle was late is not in dispute. However, we are dealing with machines and machines fail always at the wrong time. Every effort was made to contact the centre without success and yet I now have to pay another test fee.

I feel this matter has not been treated fairly and would invite your comments.

J K O'BRIEN
MANAGER
SIMIEN COACHES
RAWRETH LANE
ESSEX

● ***ED - If other operators have experienced similar problems, please let me know. And I would also be very interested in hearing the commissioners reply, Mr O'Brien.***

Three cheers for common sense

From Gerry Hopkins

SIR

Having read the article in Coachmart November 21 in regard to the dropped prosecution against a coach driver, who allegedly committed an offence in London W1, I was pleased that common sense prevailed.

As a Greater London operator, my drivers and myself regularly avail ourselves of the facility of Bus Only lanes and turns as a means of efficiently and quickly getting our passengers to their destinations. I was, therefore, surprised the action was taken in the first place.

Firstly, may I say the Metropolitan Police in London are always very fair and helpful to coach drivers, providing, and I repeat, providing they are sensible and reasonable in their attitude.

Therefore, the problem with Bus Priority Lanes etc, would appear to be that of enforcement. I do not know of any legal backing, but I have always understood that coaches were always allowed use of these facilities. In fact, when priority lanes were first introduced in London, shortly after the words 'and coaches' were added to the signs.

In order that this could be enforced in daily practice by the police officer on duty, a bus was defined as any passenger vehicle legally showing a PSV Operators Disc alongside the VED disc.

This immediately stopped Shamus O'MacWimpey running cement covered crew buses in these lanes.

I would, therefore, be interested in any other, perhaps more official, comments on this.

GERRY HOPKINS
VANTAGE COACH HIRE
ROMFORD
ESSEX

Hackney carriage licences

From R S Dudley

SIR

If AM from the East Midlands (Questions and Answers, Coachmart November 21) is running his eight seater vehicles exclusively on tendered work then he does NOT require a Hackney Carriage Licence.

If, however, he is using them for casual bookings, then a Hackney Carriage Licence IS required.

I refer you to the Local Government (Miscellaneous Provisions) Act 1976, section 75 (i) (b).

R S DUDLEY
MANAGING DIRECTOR
LUTONIAN BUSES LTD
LUTON

Underquoting can seriously damage your business

AS THE festive season approaches, I can think of three coach operators who are not going to have as happy a Christmas as they might have done.

What is more, the events that I am about to recount are true-life examples of what I fervently believe and have written on numerous occasions: that customers are not as concerned about price as many operators think they are. And it is dangerously wrong to conclude that the failure to gain a booking or a contract is conclusive evidence that the price was too high.

The first concerns a private hire for which I quoted £425. I did not just throw this price at the customer and say, 'Let us know if you want to book it.' No, my ploy is to say something like: 'Can I book it for you at that price?' This gets a reaction which, in this case, was that the customer said the quote was too high.

He told me that he had quotes which ranged between an incredibly low £200 right up to a very good try at £600. I focussed his attention on the top end. Before long I had him thinking that, compared with £600, my £425 was a very reasonable figure to get the job done properly. By promising him that he would have a warm, comfortable and fairly new coach for this winter journey (which I would have given him in any case), he subsequently booked it at my price. The job has now been done, and paid for. But somewhere, someone who is presumably desperate for work (they must be to price a hire at 51 p per mile) is thinking that they have got to be cheaper still to get this customer's business.

If occasional private hirers have the acumen to realise that there is something alarming about a 'best' price which is only one third of the dearest, how much more do the professional buyers sniff out problems just waiting to happen? The folklore of the industry is that tendering authorities always take the lowest price. Those of us who have taken the trouble to search for the truth know that this is not always so.

The loser of a valuable contract could have been a winner if he had tendered £75,000 more.

Operators who have caused reliability problems are often blacklisted. In other cases the fact that a local bus service tender was not awarded to the lowest tenderer is concealed behind the words 'route to be operated commercially'. One of my local tendering authorities rang recently begging me to make a very slight timetable variation in a commercial service because they did not want to award a contract to the person who had bid an absolute bankruptcy price (£15 for a peak hour journey, with the farebox revenue being credited to the council!). But as I could not effect the alteration which they wanted they have had to award this contract and the man concerned is driving his weary way to ruin. Even if he performs so badly that he is sacked from the contract, one of its terms provides that he is liable to compensate the council the excess costs for a three month period. From the hints I was given, the next lowest price was double his, so he could be paying the council as much per day not to operate it as they are currently paying him for its execution! Either way, he can not be a happy man.

The most outstanding in this trio of examples of cheapness actually frightening customers away concerns a multi-coach, daily, shopper-bus contract operation for a nationally known company. This runs in a city some 40 miles distant from me. Consequently, I had no commercial interest in it - although I knew that bids had been invited for this very substantial work. The incumbent operator put in a price based on his current charge, plus an inflationary uplift. This was, in round figures, £250,000. Three other operators were also in this sort of ball-park, but there was one bid which was significantly lower than the rest - like £100,000 less!

How do I know this? Well, the head office of company wanting to place this contract was some 200 miles away from the city where it was to operate and the executive responsible (who just happened to be an old friend of mine) was concerned at the wide gap in the bid prices. He therefore rang me to ask what I knew of the firms who had tendered. He told me the prices which had been submitted and explained that he felt it essential to make some local enquiries about reputation and reliability before placing the contract, as he felt the lowest price was just too cheap to be viable. I did nothing to damage the reputation of the operator concerned, but just gave the unvarnished truth about the style and scope of that business. The contract was re-awarded to the incumbent operator. The unhappy loser of this valuable work would, almost certainly, have been a happy winner if only he had tendered something between £60,000 and £75,000 MORE!

Whatever morals can be drawn from these incidents, there is one inescapable fact: slight variations though there are between the operating costs of one operator and another, in essence we all pay near enough the same prices for the goods and services that we buy to keep the show on the road. These horror stories illustrate that there clearly are some operators who either do not know what their cost are, or who simply ignore them.

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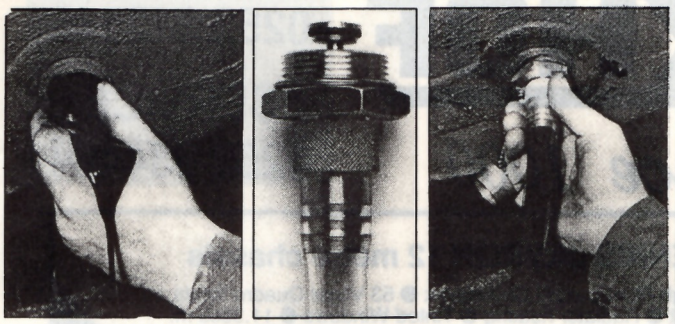

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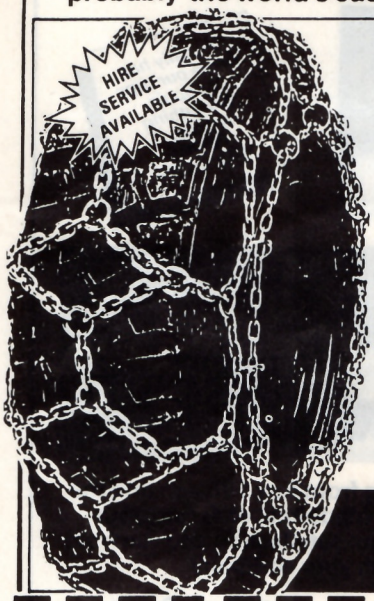

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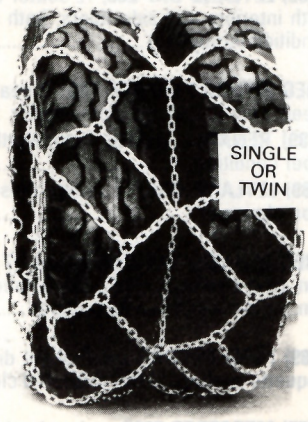

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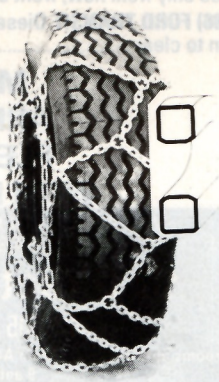

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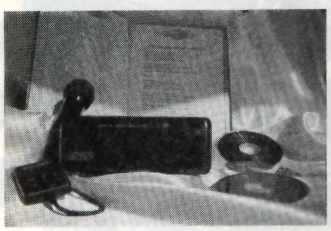

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BUYING BRITISH, BUYING GREEN

As Cummins phases in engine modifications to meet tightening emissions regulations, Mike Morgan finds the company used recession to advantage and introduced revolutionary production techniques to increase efficiency and operators' potential earning power.

FIVE years in the coach trade is a mere drop in the ocean for most operators... little more than the gestation period for any up-and-coming coach company. Whereas for ambitious manufacturers, this is the period to lay foundations.

Occasionally a rising star breaks the mould. But few dominate the market in five easy steps.

After coming from nowhere to UK market leader, Cummins is set to consolidate its PSV diesel engine sales by a combination of detailed changes and cost effective volume production.

Look back to 1986. Which engines were fitted in your full-size coaches? As the names flash through your memory - AEC, Bedford, Ford, Leyland - you suddenly realise they've all gone.

By any standards this is a change of revolutionary proportion. Who now supplies the power for British-built PSVs? Among the names that spring to mind is one that was not there five years ago - Cummins, a company that has indeed leapt from obscurity to top spot.

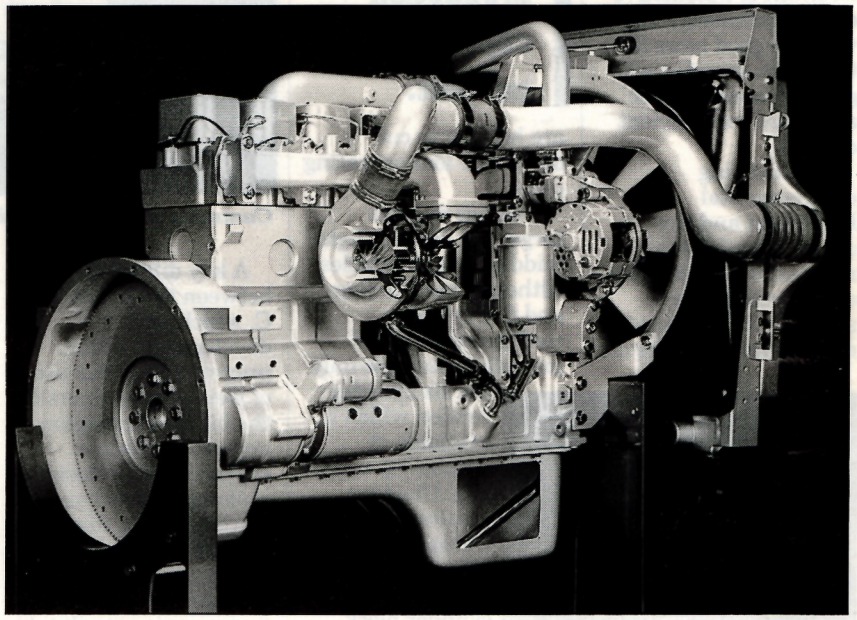
The key has been the company's range of engines. From its six-litre B-series through 8.3-litre C-series and 10-litre L10 family, Cummins has the power unit to suit most coach and bus applications.

For those looking for super-power, then the Super E engine comes with up to 465 bhp.

However the PSV market is more familiar with the mid-range power bands. It uses Cummins units beween 115 bhp and 325 bhp. At one end of the scale is Optare's Metrorider which takes a naturally aspirated 6B5.9. Whereas at the other end sits a LTAA10-B325 in a Van Hool T816 or Setra coach.

It took a £13.5 million re-fit of Cummins Darlington factory in 1986, before the company was in a position to take the British market by storm. This plant has an annual capacity of 40,000 units - or, using double-shifts, 70,000 if the world markets pick-up.

Occasionally a rising star breaks the mould. But few dominate the market in five easy steps



Darlington built Cummons B Series 210 bhp.

PSV market penetration exceeded all expectations. In the lightweight sector, Darlington-built B series shot to number one in its first year, 1987, and stayed there. Just as soon as existing Bedford stocks were exhausted its dominance was complete, with 80 percent of total sales.

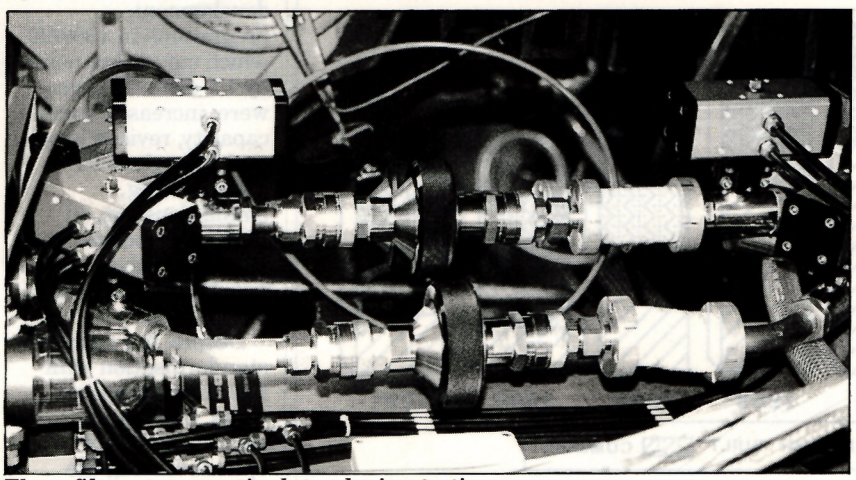
At the premium end of the market the L10 had a more difficult time. It had to wait for the end of Leyland engine output before it could make real inroads. However, by 1989 the L10 in its various forms had 30 percent of the 'big-bus' sector. The Shotts plant in Scotland was effectively building up a strong position in the big bus market with L10 sales in Olympian, Lynx and Tiger. It took a larger slice in the next year before the infiltration of imported engines tookover the lions share of sales in 1990/91.

The story entered another phase in 1989 when the C series arrived at Darlington.

Designed using the same principles as its smaller brother, the C had already opened up new frontiers. Dennis, in particular, had seen its potential as the perfect Javelin power plant.

Behind these successes is a world-wide market player with a heavy dependence on the truck industry. It can not only take advantage of global sales opportunities, but also manufacturing facilities in diverse locations a long way from Darlington and Shotts.

Product development benefits from volume production on a scale which could not be



These filters trap particulates during testing.

matched by the respected names of those not so distant memories. No matter what reasons are offered for the demise of the stalwart names of yesteryear, it is the present which offers encouragement for the future.

Massive resources and trans-continental expertise are being used to keep Cummins at the forefront of automotive engine technology. All of which is good news for the coach operator who gets stronger, cleaner and more fuel efficient engines.

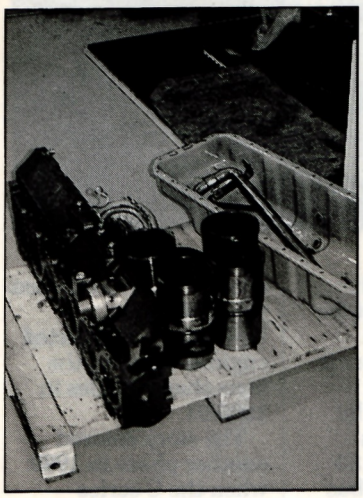
Forthcoming environmental legislation and the desire to build on a reputation for economy and durability have spurred Cummins into detail improvements on all its PSV engines.

Colin Brown, technical operations director, said: 'Though none of the changes is earth-shattering on its own, collectively they

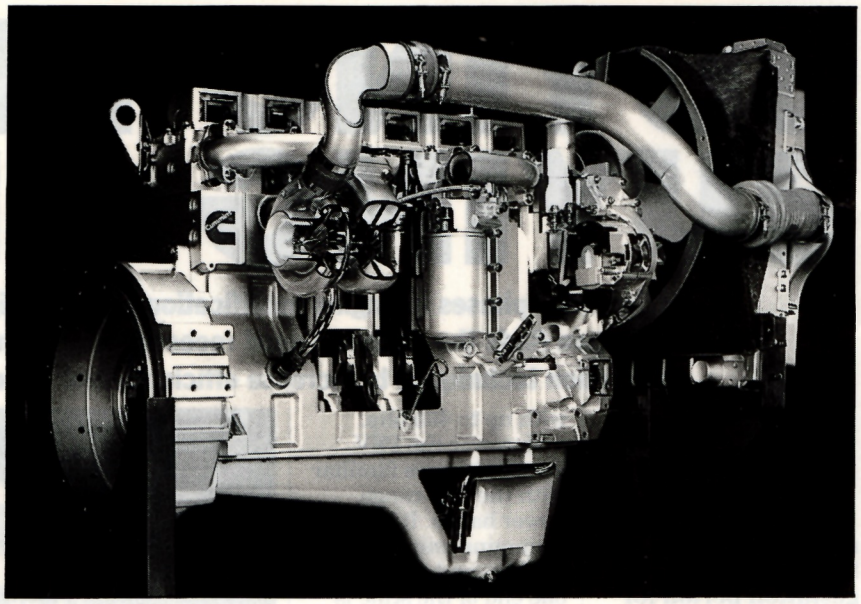
A target of 16 engines per hour increased the designed production capacity by 60 percent.

are helping to cut downtime and operating costs.'

B-series engines target the popular light/middle-weight vehicles. Although built in four, and five cylinder configurations, PSV manufacturers use only the six-cylinder version which is available at outputs up to 210 bhp. Changes inspired by European and US legislation include: stronger cylinder block, redesigned head gasket, new bore manufacturing technique, longer piston pins, Bosch injection pump, enhanced piston durability, stronger camshaft and slimmer injector nozzle.



'Wet' cylinders with a sleeved block.



Cummins Darlington built C Series 275 bhp engine.

A key difference between the B and the C, which were developed as a joint programme, is the use of wet cylinder liners in the bigger Darlington engine. Mr Brown explained: 'Our design philosophy was based on the precept that vehicles above, say, 17 tonnes gross, are likely to undergo eventual in-frame engine overhauls, where liner replacement is feasible.

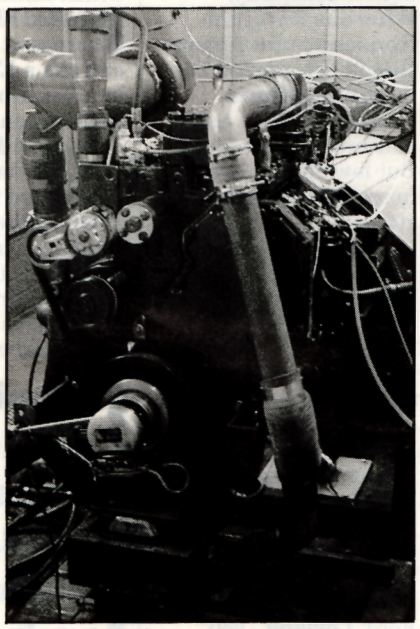
'The B series on the other hand is generally applied in vehicles where the engine would last the life of the product or be replaced by a remanufactured unit.'

Thus the C overlaps the top end of the B range and its highest rated option is the 275 bhp 6CTAA 8.3.

Both C-series and the L10 have received similar attention.

The C-series now has longer capscrews, upgraded cylinder head, bigger output oil pump, more precise oil pressure, improved oil filtration, stonger camshaft, improved main bearing capscrews and modified gear housing. Whereas the L10 gained from the company's '1.5C' development programme in 1989/90 which cut engine noise by 1.5 dBA. Changes were: increased sump capacity, revised head gasket, revised PT pump setting, emmissions cut, oil cooler thermostat, improved valve gear specification, uprated air compressor.

Despite the apparent standardisation with four distinct engine types, there is an amazing range of options leaving the Darlington plant - 3,000 at the last count.

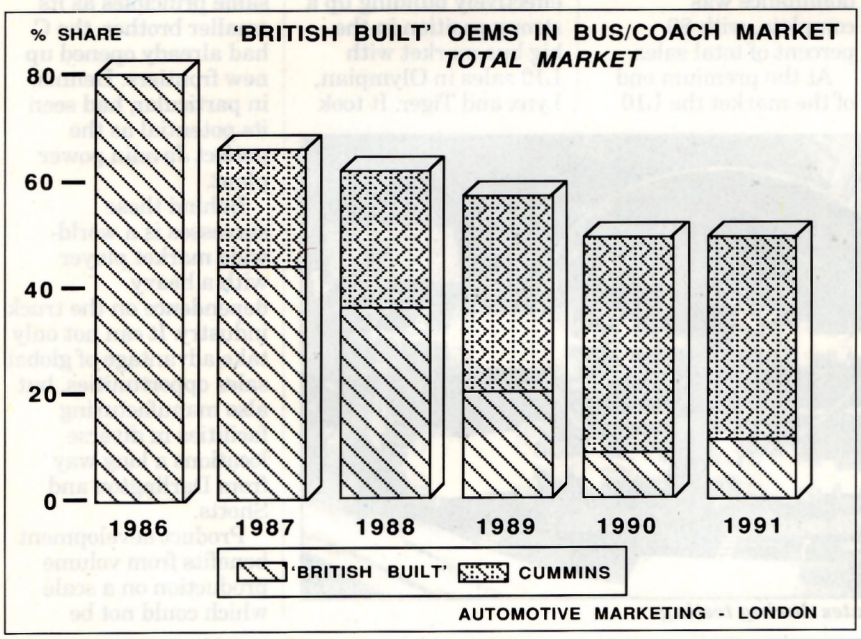


Test bed engine assessment can highlight problems.

This diversity of product means that no two engines going down the assembly line are identical. It has also given plant manager Denis Welch a challenge. Instead of rigid standardisation, flexibility is the name of the game.

Computerised assembly has been adopted where appropriate, but experience has shown that cost savings can be achieved by complementing automation with a little imagination.

A target of 16 engines per hour increased the designed production ▶



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Kaizen projects identify key areas. Piston sub-assembly is one typical project where the work is grouped around a U-shaped area. Savings of up to £40,000 are claimed on stock inventory alone and the compact work areas reduce staffing levels.

All this has been achieved in a ruthless exercise only made possible by the current depressed level of demand. Four days' output at 16 engines per hour has left the fifth day free for training and other Kaizen projects.

Cummins believes increased efficiency should make the product more attractive when market conditions improve. Roger Wilson, OEM marketing general manager is cautiously optimistic. He said: 'The industry has gone through an extremely tough time, but there are now signs of orders which are dramatic in terms of the depth of the recession.'

In common with all modern engine makers, Cummins puts the environment in the forefront of its marketing. This is partly because it has to. Current EC emmission legislation (88/77/EEC) is due to be made considerably more stringent by two forthcoming amendments and, as engine makers have no choice but to comply, they in turn are compelled to get maximum PR mileage out of the greening process.

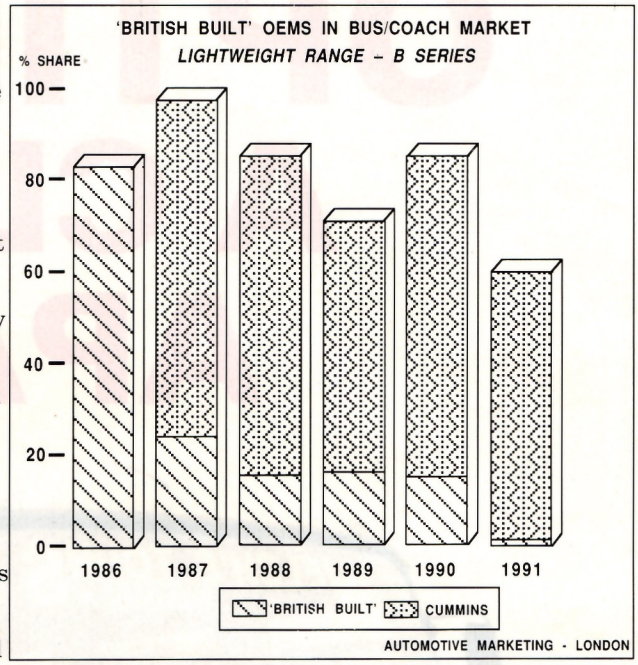
Stage 1 of the amendments is due in 1992/93. Stage two is scheduled in for 1995/6. The net result will be that post Stage 2 engines will emit just over a third of the carbon dioxide (one the greenhouse gases known as CO2) and less than half of the oxides of nitrogen (NOx) of engines which comply with present emission limits. Particulates or soot will also be radically reduced.

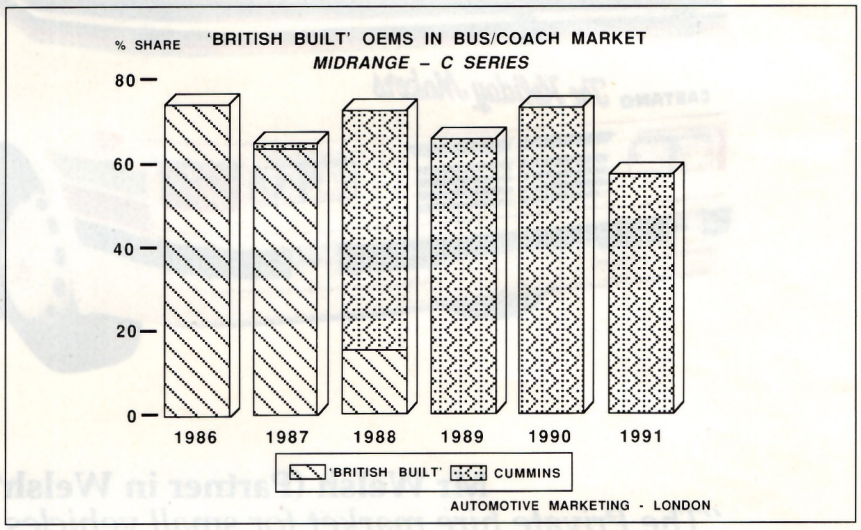
Roger Wilson: 'Signs of orders are dramatic.'

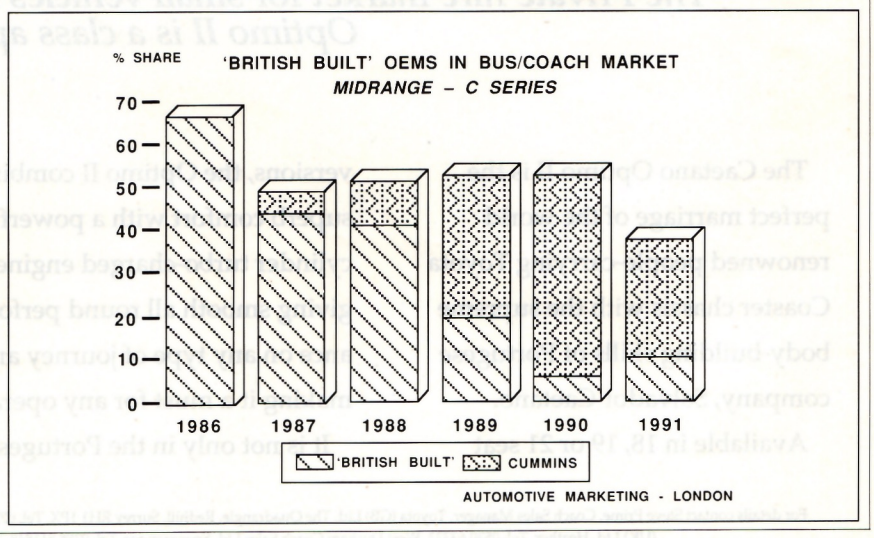
Most of these severe reductions in emissions will be achievable only by an engine which is powered by low-sulphur fuel. That will carry a cost for operators. Estimates vary, but it seems likely that the extra refining process and cost of disposal of the unusable sulphur could put the price of diesel, before duty, up by 10 percent.

But, the extra cost is expected to bring big benefits. Cummins is convinced that demonstrably cleaner engines will play a key role in getting passengers back onto coaches and buses.

'Even now, there are buses on the road which are much dirtier than those built four or five years ago,' says Cummins PR manager, Paul Carter. 'And those cleaner buses and coaches are as much a product of consumer choice as legislation. Passengers are forcing the pace as much as the bureaucrats in Brussels.'







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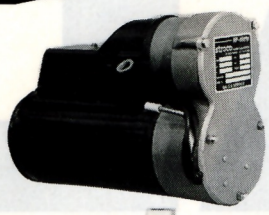

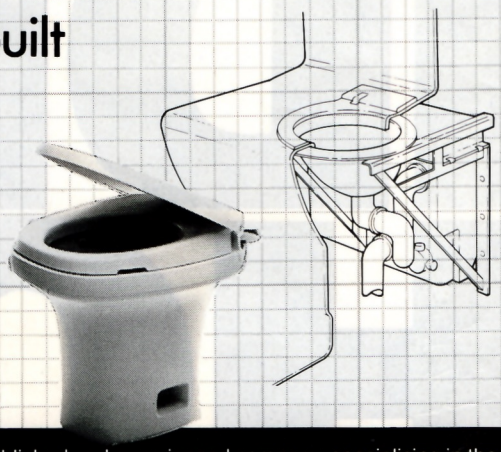

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Weekly report on law and the coach operator By Michael Jewell

M Y Travel told: 'your maintenance is your problem'

THOUGH the maintenance of public service vehicles can be contracted out, the operator's responsibility for seeing that they were in a fit and serviceable condition cannot.

This warning was sounded by the West Midland traffic commissioner, John Mervyn Pugh, when M Y Travel, of Worcester, appeared before him at a Birmingham disciplinary inquiry.

Michael Hurdis, a partner, admitted that he had failed to attend a new operators' seminar after the firm's two-vehicle licence had been granted in April 1989, and Mr Mervyn Pugh said that operators that came to the seminars never appeared before him on disciplinary matters.

Mr Hurdis said that he had been involved in haulage operations for many years. Since being granted a psv licence, one vehicle had been used regularly for school contracts and private hire. The other was primarily a back-up vehicle. The main vehicle had been in use until it failed its annual test in August.

In March, they had informed the traffic area of a variation to the maintenance arrangements, enclosing a maintenance agreement with an outside contractor. At the time he had believed everything to be in order, but he later came to the conclusion that the inspections being carried out were unsatisfactory. On one inspection ten defects had been listed.

'Vehicle examiners have courses especially designed for people like yourself, my advice would be to go on one', said Mr Mervyn Pugh.

On the following sheet the same defects were listed although they had been rectified. It was noted on the sheet that a fire extinguisher and first aid kit were missing, but they were in their designated places. As a consequence, he concluded that the inspections were not thorough. The maintenance contractor was changed. The vehicles were currently inspected on a two-weekly basis by a Mr Williams.

Questioned about the test failure, Mr Hurdis said that work had been carried out on the vehicle for a week previously. They had had to wait for a part until the morning of the day of the test and were not able to test the vehicle properly. In hindsight, they should have postponed the test.

Mr Williams said that he had been inspecting public service vehicles for ten years. The original inspection sheet numbers did not tie up with the PSV Testers' Manual and the type of inspection sheet had been changed.

In reply to the commissioner, Mr Williams said that he had the vehicle for a week before its test. He was freelance and could not say he spent the whole week on that vehicle. He had given it a thorough inspection. He agreed that if a vehicle examiner was able to find defects he should have been able to, saying that he was a little rusty on the PSV side.

Mr Mervyn Pugh said that there were courses available run by the DTp Vehicle Inspectorate, enabling people to brush up. 'This is a classic case of a good honest bloke who contracted his maintenance out.'

He told Mr Williams: 'If you are going to put out as a contractor then it is essential that you know what you are doing.

'Vehicle examiners have courses especially designed for people like yourself, my advice would be to go on one. I am not going to penalise this firm as they have been let down by you.

'But if any other operator appears before me and you are the contractor then they will be penalised. You are taking on an enormous responsibility.'

'If you are going to put out as a contractor then it is essential that you know what you are doing.

Recording a warning, Mr Mervyn Pugh said that Mr Hurdis had put his faith in a garage and he recommended that he go down with a testers' manual and inspection sheet and watch Mr Williams go through the inspection. That would familiarise Mr Hurdis with the inspection sheet.

At the moment, when he received the inspection sheet, he probably just glanced at it and then filed it away. If he saw an inspection taking place then he would know what it all meant.

Guscott licence cut to

MAINTENANCE problems have led to Devon operator Francis Guscott having the authorisation on his licence reduced from 22 to 20 vehicles by Western Traffic Commissioner, Air Vice Marshal Ronald Ashford.

Sternly warning Mr Guscott, of Beaworthy, about the condition of his vehicles, Air Vice Marshal Ashford also cut the duration of the licence so that it now expires at the end of next June, instead of at the end of June 1995.

The commissioner was told that a spot check on Mr Guscott's fleet in July led to five vehicles receiving immediate prohibition notices. A further two immediate and two delayed prohibitions were issued during a follow up inspection at the beginning of August.

Saying that there had to be a marked and sustained improvement in maintenance standards, Air Vice Marshal Ashford directed that another fleet inspection take place before the licence was renewed.

Weekly report on law and the coach operator By Michael Jewell

'Nice chap' gets a final warning.

CIMLA Common-based Bryan Richards, trading as B & D Richards, has been granted a new licence for six months by South Wales traffic commissioner John Mervyn Pugh.

Mr Richards' previous licence was revoked on maintenance grounds in September, but he was given a 'stay of execution' until November 8. Eight vehicles submitted for MoT test had all failed and it was reported that the PSV operators' licence identity discs were missing from some of them. (*Coachmart*, September 19.)

Mr Richards had applied for a fresh licence authorising the operation of five single-deckers and five minibuses, but the commissioner was prepared to grant authority for a total of only seven vehicles.

Mr Mervyn Pugh pointed out that Mr Richards had failed to carry out his promise to submit inspection records to the Traffic Area Office every week. He said that the idea had been to ensure that each vehicle was inspected every week, but he was now beginning to wonder. The vital point was that Mr Richards had to satisfy him that he had recovered his good repute. His operations had to be based round his planned maintenance, and he was afraid that Mr Richards was basing the maintenance of his vehicles around his operations.

'You are such a nice chap,' said Mr Mervyn Pugh. 'If you were a nasty bit of work I could get angry with you, but you are so laid back and this is the problem. This is your way of life but you have got to move with the times and take on your responsibilities.

'I am sure people love you for your laid back approach, but is is no good for your business.'

Mr Richards said that he planned to inspect two vehicles each day even if they were not on the road that week.

In granting the licence, Mr Mervyn Pugh said that Mr Richards would be 'on probation' over the next six months. During that period he had to prove that he could be a safe operator. It was probable that frequent checks would be made on his vehicles and if any of them attracted prohibition notices which indicated neglect, neither the skill of Mr Richards' solicitor nor the charm of Mr Richards himself would sway him from his duty to revoke the licence in its entirety.

Mr Mervyn Pugh said: 'If I have succeeded in getting these points over to you and you carry them out, I will feel that I have done my duty to myself, and to the public, but if you let me down I will have failed.

'There are always people quick in this world to point the finger at traffic commissioners who have done something contrary to public opinion and this is the position you will be putting me in. You are a thoroughly decent chap.

'There is no vice within you and I would not think you have a wicked thought, but this laid back approach, the smiling Bryan Richards, has been the root of the problem.'

He did not want to have to shut down the business, said Mr Mervyn Pugh. Mr Richards would be the loser but he, as commissioner, would be the bigger loser because he would have failed the industry at large.

'All I want is good operators running good, safe buses,' he said.

Affair allegation leads to unfair sacking

ARGYLE Coaches Ltd, of Greenock, have been ordered to pay £2,171.70 compensation for unfair dismissal to an inspectress, sacked after she was alleged to have had an affair with the company's managing director. The company failed to appear before a Glasgow industrial tribunal.

Barbara Rollo said that she had initially been employed in May 1988 as a conductress. For the last two years of her employment she had assisted the directors, Mr and Mrs Kean, by looking after their children in the evenings when Mr Kean was on tour. Some time after taking on that responsibility, she moved in and lived with the Kean family.

On May 20, Mr and Mrs Kean returned home. Mrs Kean asked her to admit that Mr Kean had made sexual advances to her. She told Mrs Kean that he had tried to do so some five months previously, but had not got anywhere. Mrs Kean asked her why she had not told her, and she replied that she had not seen any point. Mrs Kean then told her to be out of the house by the following morning.

Miss Rollo said that that night she stayed with another Argyle employee. She went to work at 0745 hours the following morning. At about 0930 hours, in the course of her duties, she boarded a bus driven by a George Campbell.

Mr Campbell said that he had not expected her at work that day and suggested that she speak to the foreman, a Mr Vance. She did so and Mr Vance said that Mrs Kean had advised him that she was no longer employed.

When she subsequently asked Mrs Kean why she had not told her that her employment had been terminated, her reaction was to question how she thought she could continue after what had occurred the night before. She did not raise the matter with Mr Kean, who had left that morning to go back to England.

Questioned about a claim in the company's written 'Notice of Appearance' that she had admitted to a Mr Graham, and also to Mrs Kean, that she had had a sexual relationship with Mr Kean, Miss Rollo denied that she had ever had such a relationship with Mr Kean or that she had said so to Mr Graham.

The tribunal said that in the absence of any evidence from the company, they had no alternative but to accept Miss Rollo's evidence. It was true that Mrs Kean had been upset that Miss Rollo had not informed her of the advances. However, it did not seem to the tribunal that the fact that Mr Kean made those advances, or that Miss Rollo had not disclosed them to Mrs Kean, could reasonably justify her dismissal. Moreover, they did not consider that the way that the decision to dismiss was communicated to Miss Rollo was fair.

One out of five pass MOT.

MAINTENANCE problems have resulted in the authorisation on the licence held by Keith Brown, who trades as Keith's Coaches, of Dowlais, being cut by consent to five vehicles, and the duration being reduced so that it now expires at the end of next June.

The South Wales traffic commissioner, John Mervyn Pugh, had previously adjourned the disciplinary proceedings for a week, and suspended the licence apart from authorising the continued operation of those vehicles which had successfully passed a recent MoT test. (*Coachmart*, December 5.)

When the hearing continued in Cardiff, Mr Brown said that he had been able to get only one vehicle through the MoT test, and that at the third attempt. The other two vehicles had both met with 'unfortunate accidents' and he had been unable to present them for test. A part time driver had reversed one vehicle into the back of another in the garage, damaging a rear panel and the lights. Vandals had smashed the windscreen of the other vehicle. The vehicle that was presented for test had failed on both occasions because of smoke problems.

Mr Mervyn Pugh said that he was trying to throw the company a lifeline. He said: 'In all fairness your maintenance has been suspect in that your planned maintenance system is not as it should be.'

He required to see MoT certificates for the two damaged vehicles before lifting the suspension, and that the one vehicle tested in August to be resubmitted for test, so that Mr Brown would start with all his vehicles in A1 condition.

Commenting that he hoped Mr Brown appreciated that every effort was being made to keep the business on the road, Mr Pugh said: 'There is no vice in you whatsoever. You have just fallen by the wayside.'

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'Quality must improve' says courier training company

A LONDON-based tourism training school is claiming standards of coach hospitality will need to be improved if operators are to compete in 1992.

Coach Hospitality, at South Woodford, says the problems experienced earlier this year have done nothing for confidence and that tourism's best chance is to improve quality.

'The decade for coach transportation is the 1990s; travel by luxury coach express transfer to destinations, or tour and stay holidays, are set to roar,' says the company.

'The forthcoming opening of the Channel Tunnel, Barcelona's Olympic Games, Expo '92 Sevilla, and Paris EuroDisney will all be major attractions, and are all accessible by coach at competitive prices.'

Managing director Eve Knight says operators will only be well-placed to take advantage of the opportunities if the product is right.

Her experience in the travel industry - almost 20 years beginning with Frames Rickards - led her to set up regular training schools.

'The trade reuires immense dedication and intensive tuition,' she says. 'Our industry is not just a job but a vocation.'

Training sessions take in every aspect of dealing with groups, from common courtesy through to under-standing passport and visa controls. A basic rapide hostess resfresher course lasts a day, but two and three-day courses cover areas appropriate for closed-door tour drivers.

A full series of courses have been set at seven venues stretching from Edinburgh to London. Prices range from £84 for refresher courses to just under £200 for three-day sessions. Speakers are from major players in the industry, including former Cosmos express tour controller Eve Knight.

Full details of Coach Hospitality courses next spring are available by 'phoning/Fax 081 530 6767, or 081

Gold at Rainbow's end?

YORK-based Rainbow Holidays has warned that the 1992 season may have ups and downs - despite a 30 percent growth on 1991.

The firm says its short-break business has grown to 140,000 bookings and long-haul holidays are up to 4,000, but it won't be plain sailing.

Rainbow says the EuroDisney resort will detract from many domestic markets, the UK elections will dissuade many thousands of political workers from booking, and the American presidential elections may depress the US incoming market.

'Modest growth is the best that the British tourism industry - domestic and inbound - can expect,' said Rainbow managing director Steve Price. 'However the new pricing realism among hoteliers will ensure that the prospects for 1993 and beyond are excellent.'

On the 'plus' side, Mr Price says a better economy will repair confidence, the impetus towards a single Europe will draw inbound tourists to the UK, and stringent cost controls in the industry may make the season profitable.

Granada TV film walks

LANCASTER'S Old Calendar Walk tourism initiative got star treatment from Granada TV when it was staged in November.

Hosted by local period characters Pilling Dick and Dr Socrates Gripenerve, (pictured below left) the fun walks through old Lancaster attracted the attention of the national Press last year. The Granada Action programme was a bonus this year.

Most of Lancaster's tourism drive has been directed at the heritage appeal, centred on the landmarks Lancaster Castle and the Ashton Memorial. February 25 sees the Valentines Day Walk - set on the old calendar which changed in 1752.

Easter's major event is the Maritime Festival, celebrating Lancaster's rich heritage as a former seaport. The eight-day summer Georgian Legacy Festival this year attracted several thousands spectators.

Details of Lancaster TDAP projects from David Wright, Tel: 0524 841249.

York festival gives third off

YORK is offering generous group booking discounts for next year's York Festival from June 13 to July 5.

Drama, dance, concerts and sports are among the leisure and arts events planned for the festival, run every four years. The heart of the event is a series of mystery plays, originally performed on the back of wagons in 1370 and resurrected for the 1951 Festival of Britain. They are being reworked by Scot, Liz Lochead.

Festival booking begins in February. Details are available by 'phoning 0904 679700, Fax: 0904 679826.

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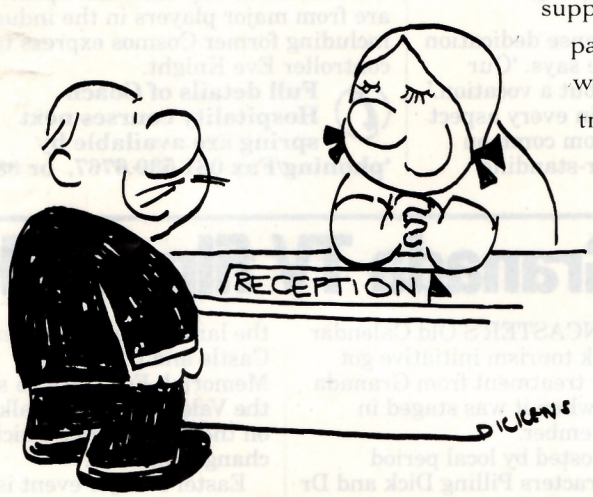

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SPECIAL COACHMART FEATURE

Southern tourism doesn't stand still

THE SOUTHERN riviera stretching along the coast from Bournemouth to Portsmouth has long been a favourite with tourists.

The immense popularity of Bournemouth and the upmarket image that Howard's Way brought the Solent could be expected to keep the Southern Tourist Board's home territory in business for years. But the size of the tourist industry here continues to grow.

Accommodation-wise, 1991 saw the opening of Post House's new Forte hotel at Titchfield, near Fareham. Sited just off junction 9 of the M27, the 126-bedroom hotel has 32 twin rooms, 47 doubles, and 25 family rooms which help keep prices reasonable.

While targeted at the business hotel market, the health and fitness facilities together with heated pool are open to all guests.

Southern attractions have been busy consolidating their position in 1991 rather than expanding. Weymouth's Sea Life Centre is now the Sealife Park - drawing together the adjacent butterfly park to form one giant exhibition jointly operated.

In Bournemouth, the Exhibition Centre in Old Christchurch Lane is still gearing up for its Dinosaur Safari, opening in Easter. Open seven days a week, it's very much an educational visit but will be immensely popular with schools.

Older groups may enjoy the latest heritage attraction to be unveiled. Stape Hill Abbey near Wimborne was until recently occupied by an order of Cistercian Nuns. In May next year, it opens its doors for the first time with a country museum, a collection of tractors and a host of craft workshops. All are set in 87 acres of woodland and gardens.

There are plenty of festivals and exhibitions in '92. Possible excursion venues are the Great Lego Show from July 12 to September 2 at the Bournemouth International Centre, the Bournemouth International Festival from June 5 to 21 and the Tennyson Festival on the Isle of Wight. Details from the tourist board.

New ideas for trade manual

SOUTHERN Tourist Board's Travel Trade Directory 92/93 contains several new ideas for tour itineraries.

Jane Austen country, Southern gardens and In Defence of the Realm tours have all been pieced together by the STB to encourage new ideas into the region.

Group rates are on offer at 200 listed hotels, self-catering accommodation, restaurants and holiday camps. College and on-campus accommodation for the summer holidays have been included for the first time, presented in a directory with a change of format which makes them easier to locate.

Companies not on the STB mailing list can be contacted by 'phoning 0703 620555 and asking for Gordon Wood.

Paultons a family affair

PAULTON'S Park just off the M27 is very much the family fun park, with everything from a Romany Museum (above) to two new children's rides.

The gardens, wildfowl collection, lake walks and tropical bird aviary will suit mum, dad and even grandparents while the 1992 additions of a pirate ship ride and flying saucer should take the fizz out of small children.

Entry is around £5 with discounts for groups - including group catering - negotiable. For details phone 0703 814442.

Teacher tie-ups set

AN OPPORTUNITY to tie up with both the local schools and the Southern area's attractions will be provided by the STB in February and March.

A Day Out in Southern England is a series of exhibitions starting on February 8 with one at The Pyramids, Portsmouth, another on February 29 at the Bournemouth International Centre, and the third and final show on March 21 at the River Park Leisure Centre, Winchester.

A staggering total of 22,000 invitations will be sent out, many to local schools and group organisers such as social clubs. It's a perfect event for local operators to have a stand, with ample back-up being provided by STB.

'All three fairs are proving very popular with standholders this year,' said STB managing director John Slater. 'Visitors can as they can provide an insight into our area which cannot be found elsewhere.'

Stand and exhibition information is from Rachel Shimell, on 0703 620006.

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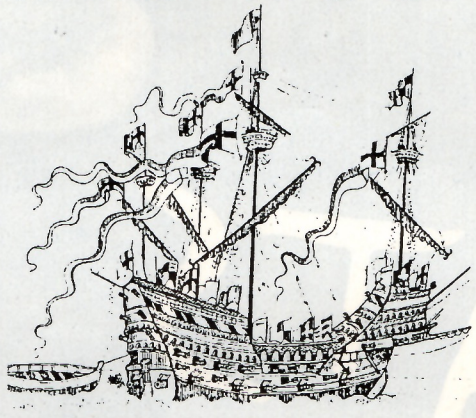
Mary Rose teams with attractions

THE MARY Rose has teamed up with five other attractions in the Portsmouth area to produce cut-price packages.

The preserved wooden ship and attached exhibition is also launching joint deals with HMS Victory and the Royal Naval Museum, and with HMS Warrior. These packages which produce discounts of up to a third is targeted very carefully at the group travel trade, with the slogan Operation Flagships '92.

If you feel your clients may overdose on seawater, the Mary Rose's other deals include joint visits to Goodwood House, Stansted Park House, a matinee at the King's Theatre, a cruise on the Solent with Gosport Ferries, and a trip to Wellow Vineyard. Prices for the stately homes and vineyard plus the Mary Rose are a shade under £7. Other prices on application.



The Mary Rose

One of the most interesting offers from the Mary Rose - exclusive to groups - is the chance to dine in the midst of the exhibition in the evenings, when the other visitors have gone. Menu is down to the operator, as is the option of French, German and Spanish commentary in the Mary Rose Hall.

Standard group rate at Mary Rose is £3.40 a head for adults, £2.30 children, with a 10 percent discount for pre-booking. A discount of 15 percent is available for series bookings.

Full details area available on 0705 750521, Fax: 0705 870588. Details of Operation Flagships from the hotline, 0705 750834.

Reims rates

THE GRAND Hotel in heart of Reims, France, has released group rates which begin at around £15 a head, bed and breakfast.

January to March, November and December, rates are 146FF plus 94FF single rooms supplement. In summer, rates are 162FF plus 110FF single rom supplement. One room in 20 is free.

All rooms have en suite facilities, and there is a lift and bar within the 50-room hotel.

Details are available from Philippe Delvaux, Tel: 010 33 26 40 3935, Fax: 010 33 26 47

Alton Towers in £250,000 drive

ALTON Towers, Staffordshire Training and Enterprise Council and the Heart of England Tourist Board have tied up in a £250,000 drive to attract new tourism.

Research shows that many visitors know about Alton Towers and the potteries but few see the county's countryside, heritage and other attractions. The quarter-million pound budget will be targeted at families in a short breaks package designed to broaden Staffordshire's appeal.

'Our experience shows that, if we attract visitors once, their views of the county become much more favourable and they tend to come back for more. This campaign will undoubtedly attract people with wide-ranging tastes, and bring many first-timers to the area,' said Roger Bradshaw, Staffordshire County Council's tourism marketing officer.

Czech-ed out

CZECHOSLOVAKIAN tour specialists Czech-In have moved. The year-old company founded by Barrie Skipper and Harry Hagan in Rochdale is now in purpose-built offices at 2 Fearn Street, Heywood, Rochdale 0L10 1HZ.

New 'phone number is 0706 620999, Fax: 0706 623159.

Play area added to Oakwood Park

WELSH leisure and theme park Oakwood has installed the largest indoor children's play area in Europe ready for 1992.

The Pembrokeshire venue already provides a 400-seat children's theatre - opened early this year and an immediate success, staging Nutty Jake's Magnificent Music Hall Show which, in the best traditions of panto, gets children to join in.

The latest addition is a covered Playland area within the new Playtown adventure palyground. The two comprise a mini theme park for children, with rides, picnic area and 'airport.'

For older children, there's a treetop rollercoaster, pirate ship, a waterfall ride, bobsleigh and go-karts. More energetic children can use the assault course and boating lake.

There are plenty of gardens within the 80-acre site for adults, a licensed self-serve restaurant and a variety of fast food outlets.

Oakwood is around an hour west of Swansea at Narberth. Free coach parking is available, and driver's get a free meal, entry to the park and use of a rest room with TV and newspapers.

Details from Oakwood, Tel: 0834 891660, Fax: 0834 891380.

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Tickets: £13, £11, £8.50, £6
Children U-15 & OAP's - Half Price.

- ☆ *Generous group booking rates (minimum 10).*
- ☆ *Promotional material available.*
- ☆ *Easy access and parking for up to 1000 coaches.*
- ☆ *Bookings reserved until one month prior to performance.*
- ☆ *Refreshments available (catering for group bookings on request from Wembley Arena Catering Manager).*

WEMBLEY ARENA

For further details call:
081 902 8833
extension 5108

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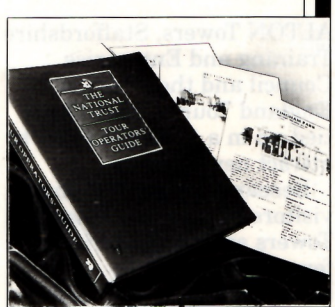
Because if you want to see the best the country has to offer, you'll take a leaf out of our book.

The National Trust



Please send me my 1992 Tour Operators Guide.

NAME

ADDRESS

POSTCODE

Travel Trade Office, The National Trust, 36 Queen Anne's Gate, London SW1H 9AS.
Tel: 071-222 9251. Fax: 071-222 5097.

New ferry for CalMac

CALEDONIAN MacBrayne is to get a new, 120-car ferry for its Ardrossan to Arran route, releasing three other CalMac ferries for other routes.

The new ferry, approved last week by the Scottish Office, will be faster and more manoeuvrable than current ships. The contrct to build her is expected to be placed in the next few weeks.

'This new, larger vessel for the Ardrossan-Brodick route will not only provide a faster and more efficient services on one of CalMac's busiest routes, but will improve Islay and Skye services,' said Scottish Office Minister for the Environment Lord James Douglas-Hamilton.

Current vessel on the Arran route is the Isle of Arran, which has an 80-car capacity. She moves to Islay, and its current vessel the Claymore will be moved to Skye. Current releief vessel the Pioneer is to be disposed of.

CAMBRIDGE Coach Services driver Brian Sellars picked up a runners-up award certificate after caring for a group of handicapped youngsters.

The Holiday Care Awards accolade went to Brian (*Coachmart* November 28) after he'd escorted his first-ever trip for the disabled to Germany. Passengers on the trip afterwards described him as 'warm and caring' while the 34-year-old driver said he'd enjoyed every minute of the tour.

Brian (second from right) accepted the award from Judith Chalmers (centre), Holiday Care Service chairman Mary Baker (second left) and Mike Roberts (far right), chairman of sponsors BAA. Fellow runner-up was the manager of the Shellard Hotel in Blackpool, Jon Huntley (far left).

ICT offer Paris for £45

INDEPENDENT Coach Travel has put together a wholesale two-night Paris weekend for just £45.

The Docklands-based wholesaler has thrown in a trip on the Seine, guided Paris tour, ferry crossing, 10 percent shopping discount and insurance for the low priced bed and breakfast trip, plus £5 duty free voucher on some sailings and AA/BRS rescue subject to acceptance.

'The package combines everything the coach operator requires to sell a Paris weekend at much discounted rates and includes many added incentives,' said ICT sales and marketing director Steve Moore.

The breaks use central Paris hotels, en suite rooms and English-speaking guides throughout.

ICT is on 071 538 4627, Fax: 071 538

BAWTA says show should be in spring

THE BRITISH Association of Wholesale Tour Agents is calling on organisers to set a Spring date for the 1993 Coach & Bus show.

The massive event staged at the NEC in Birmingham this year attracted exhibitors from throughout the coach industry, but almost half were in the tourism sector. BAWTA claims a spring timing would give customers adequate lead time.

'Representatives of tourism accounted for at least 45 percent of exhibitors,' said a BAWTA spokesman. 'We are of the opinion that better results would have been gained if the show was held during the first quarter of the year.

'Traditionally, tourism exhibitions are held during the spring, which enables the coach operator more time for planning the following year's programme. It was felt by all BAWTA members that many operators they met during the show had already finalised their brochures for 1992. We are sure that companies exhibiting the hardware section of the industry would not be affected by such a change for Coach & Bus '93.'

But the Bus and Coach Council says it will stick with the autumn Coach & Bus '93: 'After each show, we issue a questionnaire to the trade,' said a spokeswoman.

'The feedback we have had so far criticises the clash with the Kornijk show, and we have addressed that problem.

'But there have been no requests for the show to be shited to spring. As far as vehicle and component manufacturers are concerned, they say the industry buys from them in autumn. The additional needs of the tourist industry are thankfully served by other fairs in spring.'

A1 hotel opens in January 1992

A NEW hotel opening just off the A1 at Grantham is looking for coach operator business when it opens in January.

Swallow Hotels' latest acquisition - in which it has a 20 percent stake and a management contract - is a 90-bed hotel with full leisure and conference facilities. Its position makes it ideal for the corporate markets but weekends and mealstops will be very much coach operator territory, says its sales manager Gillian Cramner.

'We are still compiling a breakaway brochure, for which rates will be very reasonable,' she told *Coachmart*.

'As far as local tourism goes, we are very close to Spalding Flower Show and in the centre of a number of stately homes. It's also an alternative stop for Nottingham, just 15 miles away.'

The Swallow Grantham breaks the mould for Swallow in the area, being three-star instead of the usual four. But that brings price advantages.

Bed and breakfast rack rates for groups start at £29, against an individual rate of £75.

Rates for group lunches and evening meals have not yet been worked out, but it's business which Swallow is keen to get and for which its location makes the hotel ideal for north-east operators heading to the channel ports.

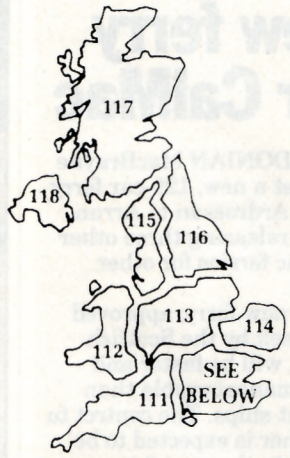
'We're very happy to show operators around before the opening on January 20,' said Gillian Cramner. 'We have full leisure club facilities including swimming pools, sauna and gym.'

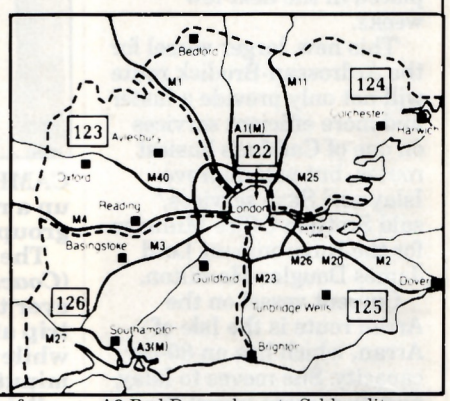
Full details are available soon. Tel: 0476 593530.

This Roadwatch report was compiled by *Coachmart* with the help of the AA. If there are other points of information you need, write to Roadwatch PSV, *Coachmart*, Wentworth House, Wentworth Street, Peterborough, PE1

European road report update

For the latest information, call AA Roadwatch on 0836 401, followed by:
110 for motorways across Britain
127 for M25
118 for Northern Ireland
117 for Scotland
116 for north-east England
115 for north-west England
114 for East Anglia
113 for Midlands
112 for Wales
111 for West Country
The south-east of England is divided up as follows:
126 for area between M4 and M23
125 for area between M23 and Dartford Tunnel
124 for area between Dartford Tunnel and M1
123 for north-west Home Counties
122 for Central London
(See map, right, UK troublespots, below)
Calls are charged at 36p per minute off peak and 48p at other times.





France/Spain
French customs officers along border at Hendaye were on strike last week. Delays were likely.

Poland/Lithuania
The border crossing at Ogrodniki-Lazdijai has been opened to traffic for 24 hours a day.

NEW MAJOR ROAD DELAYS

France
A26 Chalons sur Marne to Troyes (ends summer 692)
N157 La Brulatte to Loiron, west of Laval, Kerbing works with alternating traffic scheme and signals (Dec 20, '91)
N164 Carhaix Plouguer to Cleden Poher, south-east of Morlaix, resurfacing (Dec 20, '91)
N176 St Samson sur Rance, north of Dinan, SNCF works with width restrictions (Dec 20, '91)
A821 Nantes Nord junction, speed limits (Dec 20 '91)
N137 Les Sorinieres and Le Bignon, alternating traffic signals (Dec '20 '91)
A1 Dourges, east of Lens, resurfacing (Jan 10, '91)
A2 Valenciennes, safety barrier repairs e'bound (Dec 25, '91)
N1 St Inglevert, south-west of Calais (Feb 28, '91)
N17 Carvin, south-west of Lille, width restrictions. And Calais Rocade Sud, lane closures (April 30, '92)

Italy
A5 Aosta bypass (until 1992)
A20 Sant6Agata di Militello to Marina di Caronia between Messina and Cefalu ('92)
A26 Arona-Stresa-Gravellona ('92)

Austria
A1 Pochlarn to Melk, west of St Polten (December 31, '91)
A2 Untergrossau to Ilz, East of Graz
A8 Meggenhofen to Pichl, west of Wels (April 30 '92)

Belgium
A54 Jumet, north of Charleroi. Road widening. Lane closures n'bound (Dec 31, '91)
E411 Ciergnon, south-east of Dinant, resufacing with lane closures on n'bound carriageway (Dec 25, '91)

Germany
A9 Bad Durrenburg to Schkeuditz motorway crossroads, west of Leipzig (Sept 30, 92)

Netherlands
A2 near Best, north-west of Eindhoven.

Spain
N443 Puerto Real to Cadiz, diversions.

Motorway & 'A' roadworks

For the week December 9 to December 15

LONDON AND SOUTH EAST
M20 Kent: Contraflow between J5 and J8 (Maidstone West/ Hollingbourne)
M2 Kent: Various off-peak lane closures on the Medway Bridge between J2 and J3 (Rochester/Chatham).
M27 Hampshire: Outside lane closed both ways between junctions 7 and 8 (Hedge End/Southampton). 0930 to 1600 daily.
A40M London: Lane closures both ways on Westway, White City.
A406 London: Contraflow on North Circular road between Staples Corner and Neasden Underpass.
A27 Sussex: Contraflow on the Shoreham flyover.
A3 Hampshire: Contraflows south of Petersfield and between Liphook and Hindhead.

MIDLANDS AND EAST ANGLIA
M6 West Midlands: Contraflow between J7 and J9 (Gt Barr/ Wednesbury).
M6 Staffordshire: Contraflow between J13 and J14 (A449/ Stafford).
M5 Hereford/Worcester: Northbound entry and exit slip roads closed at J6 (Worcester North). Diversions.
M50 Hereford/Worcester: Contraflow at J3 (Jays Green).
A6 Leicestershire. Sewer work on London Road, Leicester.
A428 Warwickshire: Temporary lights on Lawford Road, Rugby.
A60 Nottinghamshire: Mansfield Road, Warsop, road closed between railway bridge and the town centre. Divisions in operation.
A11 Norfolk: Contraflow at Cringleford between Norwich and Wymonham.
A1308 Suffolk: Restrictions in both directions at Stowmarket.
A47 Cambridgeshire: Resurfacing work between Station Road and Pigeons Farm, Thorney.

WALES AND WEST
M5 Devon: 1 lane closed southbound between Junction 27 and 28 (Tiverton/Cullompton).
M5 Somerset: Contraflow J24-J25 (Bridgewater/Taunton).
M4 West Glamorgan: Restrictions both ways J39-J41 (Groes/ Pentyla)
M5 Gloucestershire: Contraflow J11-J12 (Near Gloucester).
M4 Avon: Contraflow between J18 and J19 (Bath/M32).
A48 West Glamorgan: Major reconstruction work of Earlswood roundabout.
A5 Gwynedd: Llanfair PG bypass. Contraflow for reconstruction work on the dual carriageway with temporary lights.
A4046 Gwent: Marine Street, Cwm. Temporary lights.
A4 Avon: Restrictions on Hotwell Road, Bristol.
A358 Somerset: Temporary lights at Ashill near Taunton.

NORTH
M56 Greater Manchester: Restrictions on the airport link road.
M61 Greater Manchester: Lane closures on the southbound exit slip road at J2 (A580).
M62 Greater Manchester: Lane closures on the westbound exit slip road at J14 (Worsley Braided interchange).
M56 Cheshire: Contraflow J10 and J11 (Northwich/Preston Brook).
M6 Cumbria: Contraflow between J40 and J42 (Clifton/Carlisle).
M18 South Yorkshire: Contraflow near J2 (Wadworth).
M1 South Yorkshire: Lane closures southbound at J35 (Rotherham).
A59 Lancashire: Contraflow between Penwortham and Hutton.
A523 Cheshire: Temporary lights on Mill Lane, Macclesfield, also Windmill Street is closed at the junction with Mill Lane with long delays expected.
A595 Cumbria: Temporary lights between the Thursby bypass and Newby Cross.
A59 North Northshire: Temporary lights on Harrogate to Skipton Road.
A630 South Yorkshire: Balby, Doncaster roadworks on Warmsworth Road at the junction of Anelay Road, Ranyard Road, Hepworth Road and Kipley Avenue.

SCOTLAND
M8 Strathclyde: Junctions 13 - 14 (Blochairn/Provan) lane closures both ways.
M8 Strathclyde: Outside lane closed Westbound at Junction 29 (St James interchange).
M8 Strathclyde: Lane closures both ways between junctions 5 & 6 (Shotts/Newhouse).
M73 Strathclyde: Lane closures on link road between the A80 and the Johnston Road Bridge.
A698 Borders: Coldstream to Hawick - temporary lights near Kelso.
A74 Dumfries & Galloway: Contraflow from Sark Bridge to Guardsmill near Gretna.
A74 Strathclyde: Various lane closures at Elvanfoot

COACHES WELCOME AT CHRISTMAS

SPAIN

PLAYASOL HOTELS UK
★ SPAIN ★
Hotel accommodation **91/92**
Costa Brava, Costa Maresma, Costa Dorada
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AA ★★ Cedars Hotel
Friendly family run hotel with spectacular views overlooking Newquay bay, close to town and beaches with 42 bedrooms – 35 en suite.
★ All rooms with colour TV, tea making & telephone ★ Excellent multi-choice 5 course evening meal ★ Live entertainment ★ Outdoor heated pool ★ Sauna ★ Solarium, jacuzzi ★ Coffee shop for light meals.
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(22431/CWL)

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PROMENADE LLANDUDNO, GWYNEDD LL30 1AY
55 bedrooms, all en suite, lift to all floors, sea-front, coach parking and washing facilities at rear.
October availability for 1992
Tel: 0492 876506
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COACHES ARE ALWAYS WELCOME at the
DENEHURST HOTEL & Leisure Centre
RAC★★ English Tourist Board Fully Licensed
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CH, bar, entertainment, choice of menu, direct access and parking.
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★ Parking for coach ★ All rooms ensuite, col TV, tea mkg. ★ Choice of menus ★ Large ballrooms ★ Indoor pool, Jacuzzi, Sauna ★ Sports centre 9am-5pm ★ 3 full size snooker tables ★ many sea view rooms (Burlington) ★ Entertainment ★ Out of season 3/4/5/ day breaks ★ Close to sea & shops ★ 1 child FREE
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★ Most with private bathrooms.
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SEAVIEW ROAD, FALMOUTH, CORNWALL
Available for approx 40 guests. Mostly en suite with tea/coffee facilities, near to beaches and town centre, fine English cooking, TV lounge, bar, outdoor heated pool and sauna.
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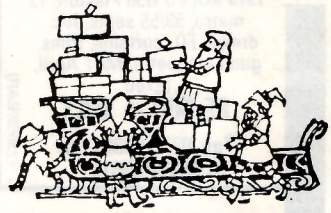

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Great Bolton Street, Blackburn
is a small, family run hotel ideally suited to small parties and driver/courier stop-overs. We have parking for up to 4 coaches on site, and provide excellent home-cooked food.
★ 23 rooms – 13 en suite ★ BAR ★
All rooms are centrally heated, and have colour TVs and tea/coffee making.
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★ 50 fully equipped rooms ★
★ 2 menus – A la carte & Indian ★
★ Dining in style for 200 ★
★ Very large bar ★
★ Fully stocked games room ★
★ Lift to all floors ★
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Driver & Courier stay free!!
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Fax. 872023
facing seafront & Japanese Gardens
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Family-run hotel, adjacent promenade. 18 rooms, some with private facilities.
Full central heating.
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Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BARGAIN BUSES

BARGAIN BUS
1982 DAF
MB200 Plaxton, 51R, curtains, tinted windows, MoT April '92.
£16,500 + VAT
Tel. (0279) 435890
(23069/BAR)

BARGAIN BUS
1975 VOLVO B58 Plaxton, 12 metre, 53/55 seats, h/c drinks, FD, curtains, trims, good moquette, MoT April, taxed
£5,500 + VAT
Tel: 0705 503011 or 0831 255519
(23052/BAR)

BARGAIN BUS
1974 LEYLAND NATIONAL
Test 8/92, taxed 5/92, 49 seats + 22 standees, in daily use.
£2,500 + VAT ono
Tel. (0786) 72171 (Central Scotland)
(23464/BAR)

ACRON

VAN HOOL MAN, 1983, excellent condition, TV/video, tea/coffee, toilet, new clutch, 49 seats, any inspection, part exchange considered, **£30,000 + VAT. Tel. (0692) 406020.** (23089/AC)

AEC 1978, 760 Plaxton, semi automatic, 53 seats, Bristol dome, express doors, radio cassette, excellent condition, MoT September 1992, **£5,000 + VAT. Tel. (0294) 63654.** (23488/AC)

AEC

1979 AEC 760 Dominant II, 57 seater, retrimmed Sept '90, all white, vinyl signs, speed limiter, Bristol dome, radio, PA, cassette, 5 months MoT, **£9,500 + VAT. Tel. 081 883 4105.** (23122/AEC)

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Y REG BEDFORD PJK, 29 seater, 198,000 kms, 3 owners from new, new clutch and brakes, MoT until April 1992, **£9,000 ono. Tel. (0978) 354270.** (23070/BED)

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51 seat Paramount 3200, exterior grey/red, power door, radio/PA, first registered June 1983. MoT until May 1992, private plate.
£17,500 + VAT
Tel: 0202 741439
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(23453/BED/PIC CH)

1980 YMT PLAXTON, 53 seats, good condition, mechanically sound, power door, radio etc, MoT October 1992. **£5,500 ono plus VAT. Tel. Messengers Coaches (06973) 20244.** (23466/BED)

1977 BEDFORD YMT, 53 retrimmed seats, new MoT, very good condition, owner driven. **£4,250 + VAT ono. Tel. Charnock Coaches, Sheffield and Hope Valley on 0433 621338.** (23477/BE)

BRISTOL

1977 35 SEATER BRISTOL
Engine overhauled, remoquetted in 1990, MoT until March 1992, 6 months tax.
£4,500 ono + VAT
Tel: 0324 612280
(23085/BR)

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C.V.E. OMNI
23 seater, 1990 H Reg, 30,000 miles, PSV spec, air doors, cloth seats, Perkins 4/182 diesel, 4 speed manual gearbox, huge saving on new price at only
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Offered with warranty
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anytime
(22955/CVE)

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BRISTOL VRT – 74 SEATS

1981 MoT 5/92	**£6,500**
1978 MoT 9/92	**£4,900**
1976 MoT 11/92	**£3,900**
Also available	
1978 without MoT	**£1,900**

All prices plus VAT
Contact P. Bowran
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Stoke on Trent PMT
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73 seat single door, Leyland 680 engine, semi-auto box, ex-National Bus Company.
Choice of 4. All tested
£2,875 + VAT each
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CHOICE OF TWO
71 seats, MoT April 1992, retrimmed. All usual extras, recent engine.
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(23456/DD)

AEC ROUTEMASTERS
Choice of 5.
All with current MoT
Offers around £5,000 + VAT
strathtay bus&coach
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(23460/DD)

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1988 DENNIS JAVELIN
8.5m Plaxton 3200, 35 seats, MoT April '92, R/C & PA, good condition throughout, maintained by **Dennis Service Agent.**
£52,500 + VAT ono
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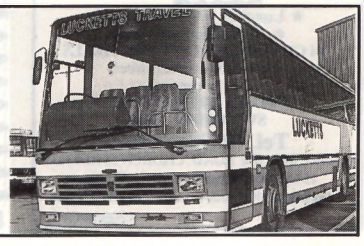
LUCKETTS TRAVEL
(23478/DE)

1989 DENNIS JAVELIN
11m Duple 320, 53 reclining seats, R/C & PA, MoT May '92, Air susp, good condition throughout, maintained by Dennis Service Agent.
£52,000 + VAT ono
Tel. (0329) 823755 anytime
LUCKETTS TRAVEL
Coach similar to photograph
(23480/DE)



DENNIS

1988 DENNIS JAVELIN

12m Plaxton 3200, 53 reclining seats, R/C & PA, MoT May '92, Air susp, good condition throughout, maintained by Dennis Service Agent.

£55,000 + VAT ono

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49 recliners, courier, 2 TVs, video, centre toilet, drinks machine, plain white, Tempo 100, 1 year's MoT, work available with vehicle.

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11 metre, 48 seats.

£8,000

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Recent new engine, new executive refit, excellent condition inside and out.

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49 reclining seats, coffee making/toilet facilities at rear, wired for TV, video, with radio/PA and Webasto heating. Taxed and MoT 4/92.

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19 highback seats, power door, MoT 5/92, taxed 11/92

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(23117/ME)

MERCEDES

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12 seats, PSV MoT 17/7/92, excellent condition.

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49 seats, plus courier, private plate, toilet, coffee machine, video, two TVs, continental door, double glazed, centre carpet, ferry lift, Webasto, used on private hire, tours.

Choice of two

£39,000 plus VAT

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(23046/SC)

SCANIA K112, 1985, Jonckheere P599, full executive, 51 recliners, toilet and TV, video, continental door, hot drinks, fridge and bunk etc, vgc. **£42,000 ono + VAT or transfer of lease. Tel: 0706 368999 or 0831 234433.** (23468/SC)

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VOLVO B58 Plaxton Viewmaster, 50 recliners, private plate, retrimmed seats, new floor moquette to roof in 1989, Mark IV front, new MoT, **£12,000 + VAT. 1977** Volvo B58 Dominant I, 51 seater + courier, new MoT, **offers. Tel. (0872) 510511.** (23458/VO)

VOLVO B10M Duple 340, 53 recliners, rear toilet, radio, video, curtains, E Reg, MoT Dec '91, ex com, **£58,000 plus VAT. Tel. (0862) 892085.** (23498/VO)

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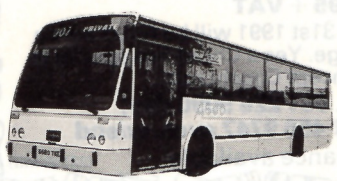

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Ex demonstration model

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1986 Iveco 49/10, 21 seat bus + 7 standees, power door, newly resprayed white with new MoT, **£8,950 + VAT.**

1984 FORD Transit Petrol, 12 seater, MoT Dec 1992, **£1,600 + VAT ono. Tel. (0703) 663700.** (23127/MB)

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Excellent condition, 19 seats, 1 owner.

£14,995

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16 seater Executive minibus, black, tinted windows, TV, video, PA, stereo, courier seat, telephone, spotlight reading lamps, new MoT, test, taxed, low mileage.

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MERC 1987 507D

16-seater Executive minibus, black tinted windows, TV, video, PA, stereo, courier seat, telephone, spotlight, reading lamps, new MoT test, taxed.

£11,500 + VAT

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1989 FORD Transit LWB, new shape, 16 seater, petrol, good condition, COF 1992, **£5,750 + VAT. Tel. 091 265 6747.** (23129/MB)

1987 (E) Made to measure Talbot Express, 14 seater, test Sept '92, **£5,750 + VAT. Tel. (0704) 821245.** (23454/MB)

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1985 MB 200 DUPLE CARIBBEAN, 49 rec. seats, TV, video, coffee machine, new tyres, excellent condition, MoT May 1992. **£29,500.**

1986 LEYLAND TIGER DUPLE 340 Highline, toilet and fridge, 49 recliners, 6 speed ZF box, MoT April 1992, excellent condition. **£29,500.**

1980 FORD, 53 seats, Dom II, retrimmed seats, rec. engine fitted, radio cassette, excellent condition, MoT June '92. **£5,500.**

1978 38 STR VOLVO PLAXTON, seats retrimmed, new 6 speed ZF gearbox fitted, excellent condition. **£8,500.**

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1984 VOLVO B10M VAN HOOL ALIZEE, 49 seats, test to 7/3/92, TV, video & toilet **£33,000 + VAT**

1982 VOLVO B10M VAN HOOL ALIZEE, 48 seats, test to 25/4/92, TV, video and toilet **£28,000 + VAT**

1983 VOLVO B10M CARIBBEAN, 51 seats, test to 18/4/92 **£24,000 + VAT**

1982 VOLVO B10M DUPLE GOLDLINER, 49 seats, test to 16/5/92, TV, video and toilet **£20,000 + VAT**

1982 VOLVO B10M DUPLE GOLDLINER, 51 seats, test to 12/4/92, TV, video and toilet **£20,000 + VAT**

1982 VOLVO B58 PLAXTON SUPREME, 53 seats, test to 15/7/92 **£18,000 + VAT**

1982 VOLVO B58 DUPLE DOMINANT IV, 57 seats, test to 25/10/92 **£17,000 + VAT**

1978 LEYLAND LEOPARD DUPLE DOMINANT II, 53 seats, test to 20/2/92 **£4,500 + VAT**

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1977 DAIMLER FLEETLINER PARK ROYAL, Gardner engine, 76 seats, test to 24/4/92 **£2,500 + VAT**

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3500, 49 seater, Exec

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JONCKHEERE P90
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1983 TIGER
Plaxton Paramount
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1985 LEYLAND TIGER 245 Plaxton, low driver, 53 recliners plus courier. **1984 Leyland Tiger Van Hool Alizee,** 52 recliners plus courier. **1978 Leyland Leopard Duple,** 47 recliners. **1979 AEC Duple** 53 seater. **All vehicles open to offers. Tel. day (0729) 822449, eves (0729) 823409/822489.** (23045/UN)

1979 Leopard 48R, P/P, toilet, wired for TV, video, good condition, MoT 10/92, **£10,000 + VAT ono,** or p/x luxury Exec coach. **Tel. (0860) 895440 (Scotland).** (23125/UN)

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1989 (F) DAF ALGARVE, 49 seats, toilet, TV, video, fridge, coffee machine, continental doors.

1989 (G) DENNIS JAVELIN DUPLE 320, 53 seats, toilet, TV, video, MoT March '92.

1988 (E) IVECO 49/10 DAILY DORMOBILE CONVERSION, 25 seats, 8 standees, power door, MoT July '92.

1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.

1986 (D) FREIGHT ROVER, 16 seats, power door, 5 standees, destination gear, choice of four.

1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1984 (A) MAN SR280, 53 reclining seats, rear continental door, radio, PA, all white, MoT Jan '92.

1982 (X) LEYLAND TIGER CUB, DUPLE DOMINANT bus body, 31 seats, 8 standees, Allison automatic, MoT Feb'92.

1980 BEDFORD YLQ DUPLE DOMINANT II, 45 seats, power door, MoT March '92.

1980 (V) LEYLAND LEOPARD PLAXTON SUPREME IV, 49 seats, semi auto, destination gear, express doors, choice of two, MoT April 1992.

1979 (T) FORD 360 Turbo, Duple Dominant II, 45 seat coach, MoT Oct '91.

1977 (R) LEYLAND NATIONAL, 49 seats, 22 standees, MoT March '92.

1976 FORD PLAXTON ELITE, 53 seat coach, MoT Nov '91.

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1989 TAZ DUBRAVA 3500 HIGHLINE, 49 recliners, centre sunken toilet, continental door, h&c drinks, VHS video, Webasto, Autolube, low coolant warning, curtains, carpets, MoT to '93, no reasonable offer refused.

1989 TAZ DUBRAVA 3200 LOWLINE, 53 recliners, double glazed, Webasto, Autolube, low coolant warning, curtains, carpets, MoT to Dec '92, no reasonable offer refused.

All prices plus VAT. Part exchange considered

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1981 PP V58 VOLVO – Plaxton Supreme, 47 seats, 4 tables, carpet, curtains, toilet, radio/cassette, drinks and servery, recently re-trimmed. Test 5th March 1992. **£14,500 + VAT**

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APRIL 1983 VOLVO B10M PLAXTON 3500, 51 recliners plus courier, radio/PA and cassette, plug door, continental door, speed limiter, ZF gearbox, Telma, level raise, brown moquette, MoT April 1992 ..... ~~£29,000~~ **£28,000**

MAY 1983 DAF MB200 VAN HOOL ALIZEE, 53 recliners plus courier, Webasto, radio PA cassette, plug door, speed limiter, together with 4 tables, coffee machine, MoT April 1992, excellent condition ..... ~~£33,000~~ **£32,000**

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1979 BEDFORD YMT, Dominant II **£4,950**

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1978 (S) LEYLAND LEOPARD, 47 seater, Chapman recliners, tested and taxed, white, ideal contracts vehicle, very reasonable price ..... **£4,500 + VAT**

1980 FORD DOMINANT II, 53 seats, retrimmed, Bristol dome, side lockers, twin tanks, POD, radio/PA, new MoT ..... **£6,950 ono + VAT**

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1988 SCANIA K113 Tri-Axle Jonckheere P99, 73 recliners, toilet, servery including coffee machine, video and 4 monitors. Choice of four all in exceptional condition.

1986 NEOPLAN/GARDNER Plaxton 4000, 71 recliners, toilet, servery including water boiler. Wiring and boxes for video. New MoT.

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1984 Volvo B10M Van Hool Astral, 57 recliners and courier, toilet, larger servery, water boiler, TV and video available immediately.

1983 Van Hool Astron, 60 recliners, toilet, water boiler and servery, video and monitors. Exceptional condition.

VOLVO

1988 B10M Van Hool Alizee H, 49 recliners, centre sunken toilet, continental door, double glazing, curtains, Webasto, video and monitors, tables. Super coach available now.

1988 B10M Van Hool Alizee H, 55 recliners and courier seat, double glazing. One owner from new. A lovely touring machine.

1986 B10M Plaxton Paramount 3500, 53 recliners and courier. There is a choice of three identical immaculate machines.

1985 B10M Jonckheere P599, 51 recliners and courier seat, centre sunken toilet, cont. door, drinks machine, fridge plus much more. A one owner from new machine with full service history.

1984 B10M Berkhof, 53 recliners and courier seat. A very clean and serviceable coach available now.

1984 B10M Van Hool Alizee, 49 recliners and courier seat, sunken toilet, continental door, drinks machine and fridge.

1981 B58 Duple Dominant, 53 recliners and courier seat. This coach is exceptional for its year at a price you will be pleased to hear about.

LEYLAND

1985 (Oct) Tiger 260 Van Hool Alizee (Low Driver), 49 recliners and courier seat, toilet, continental door, water boiler and wiring for video. Lease available.

1985 Tiger 245 Plaxton 3200 (Low Driver), 53 recliners and courier seat. An immaculate coach available now at an unbeatable price.

1984 (Dec) Tiger 245 Laser II, 57 seater. One owner from new coach about to have a new MoT.

1981 (Oct) Leopard 12m Duple Dominant, 53 recliners and courier seat. Long MoT. Very recent engine. A bargain price.

1979 AEC 760 12m Duple Dominant Express, 53 recliners, long MoT and available immediately.

1978 Leopard 12m Plaxton Supreme, 57 seater. Finished in white. Long MoT. Surely got to be worth £8,500?

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1989 (F) Mercedes Sanos Charisma S315 Integral, 49/53 recliners, demountable toilet, continental door, sleeper, video, boiler and full Sutrak air conditioning.

1989 (G) Mercedes Dubrava 3500 Integral, 49 recliners, sunken toilet, video and monitor. Driver's sleeper. Long MoT. Best offer will buy.

1988 BOVA FUTURA FHD Integral, 49/53 seats and courier, sleeper, double glazed, tinted windows, centre entrance/exit door.

1987 BOVA FUTURA FHD Integral, 49/53 seats, sunken toilet, double glazing, curtains, video and monitor, Tempo 100, long MoT.

1985 DAF MB230 Duple Caribbean II, 49 recliners and courier seat, toilet, continental door, water boiler, wiring for video. Long MoT. This coach is in what we would call excellent condition. So what about the price... **£30,000.**

1984 SETRA 215HD, 49 reclining seats, sunken toilet, cont. door, coffee machine plus all the usual Setra refinements.

1983 SETRA 215HD, 49 reclining seats, sunken toilet, cont. door, coffee machine plus usual extras, new MoT.

1982 (X) DAF MB200 DKTL Jonckheere Bermuda, a luxury coach that has had so much money spent on it by its previous owner, it is to say the least a beauty. Look at this... 50 recliners and courier completely re-upholstered, toilet, full servery inc water boiler, recent engine still under warranty, painted white and orange. New MoT. So good it's got to be worth **£27,500.**

1978 BEDFORD YMT Plaxton Supreme Express, 53 seat, excellent condition. New MoT.

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NEW MERCEDES 814D Coachbuilt, 33 luxury, armrest, boot racks, power door. 7 days.

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NEW MERCEDES 811 service bus, 33 + 12 standees, stock.
NEW MERCEDES 709, manual, 29 + 10 standees, stock.
NEW MERCEDES 609D, 24 seats, large boot, stock.
NEW MERCEDES 609D, 24 c/seats, p/door, stock.
NEW TRANSIT 16, Hi-roof, diesel, coach seats, stock.
NEW TRANSIT 16, diesel, 5-speed, s/door. Stock.
NEW TRANSIT, 15 seats, 5-speed, diesel & petrol, stock.
NEW TRANSIT 15, diesel, automatic, early.
NEW TRANSIT 16, diesel, sliding door, coach seats, high roof, coachbuilt, stock.
NEW DAF 400, 16 coach spec, u/floor taillift fitted and certified PSV, 7 days.
NEW DAF 400 Turbo, 16 high spec, stock.
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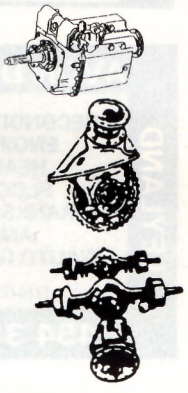

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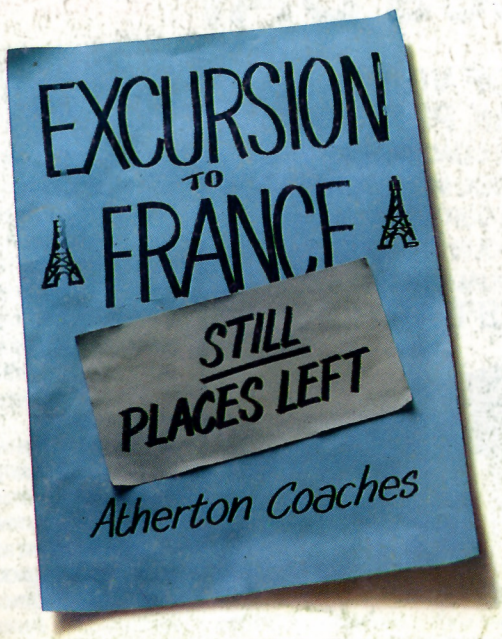

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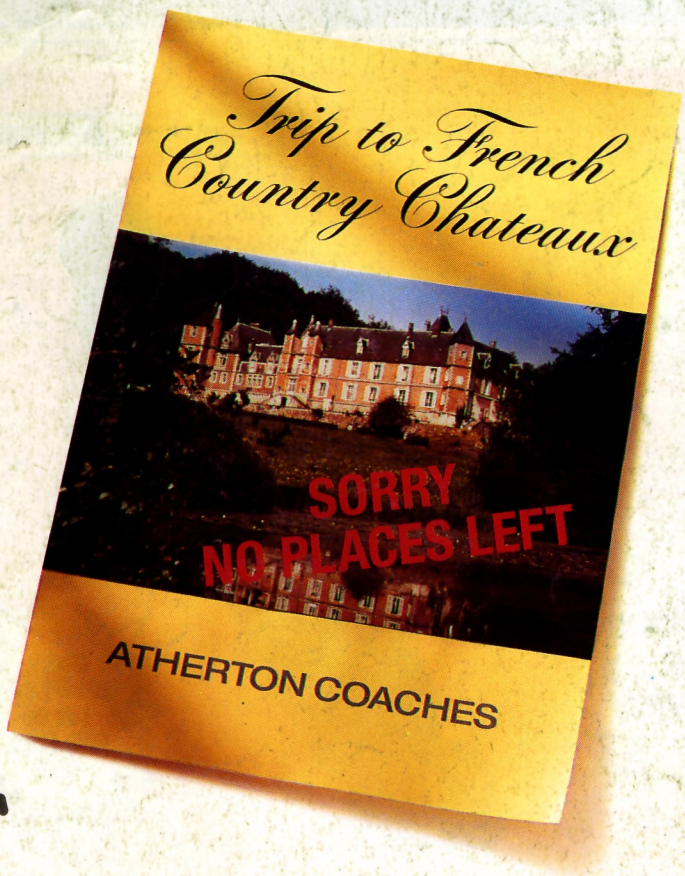

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